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LOCKSMITH LEDGER International

December 2024 Volume 84, Number 12

» 2024's Top Products
» Exit Device Installation
» Mobile Credential Culture
» Winning A School Security Job

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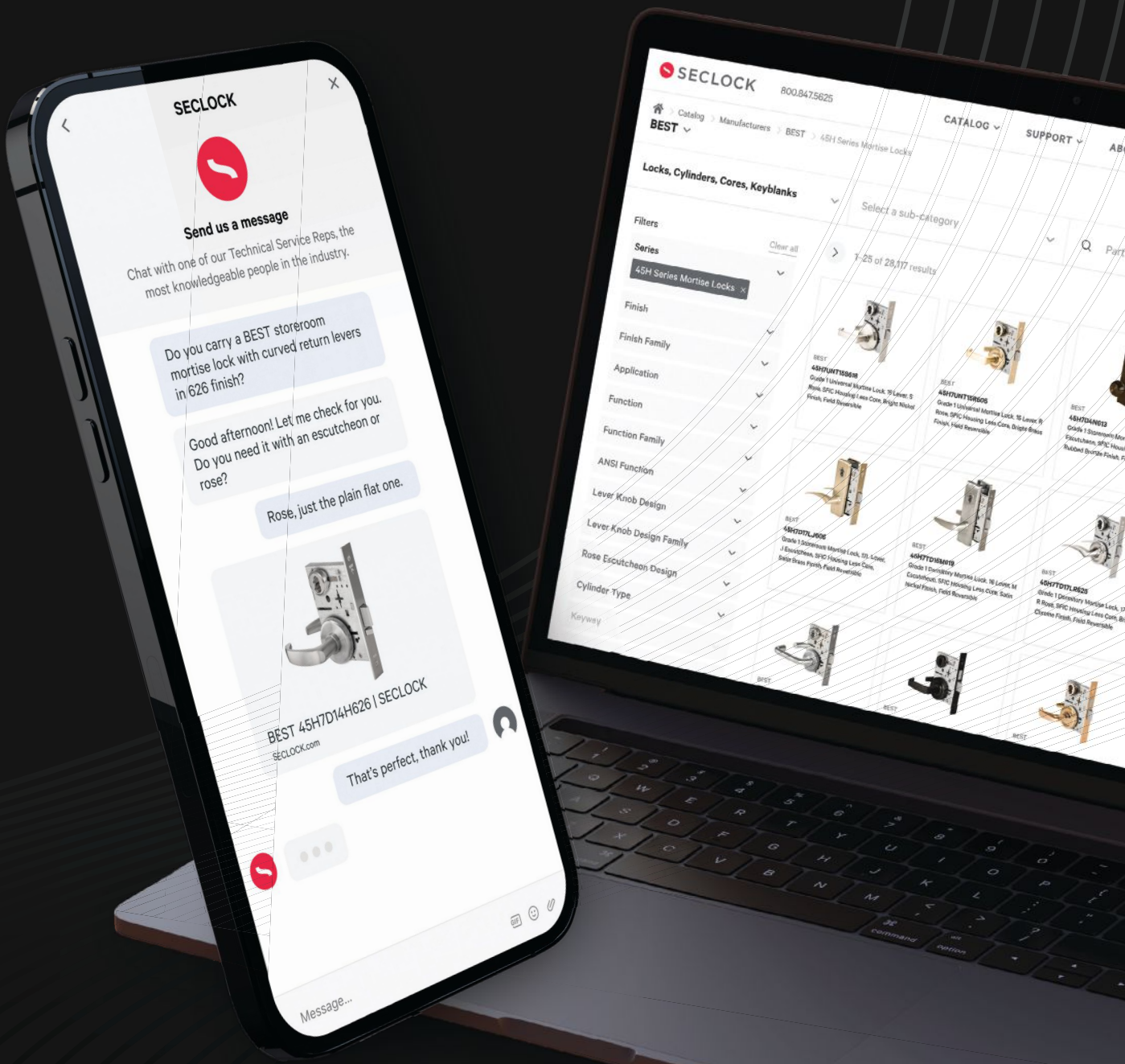

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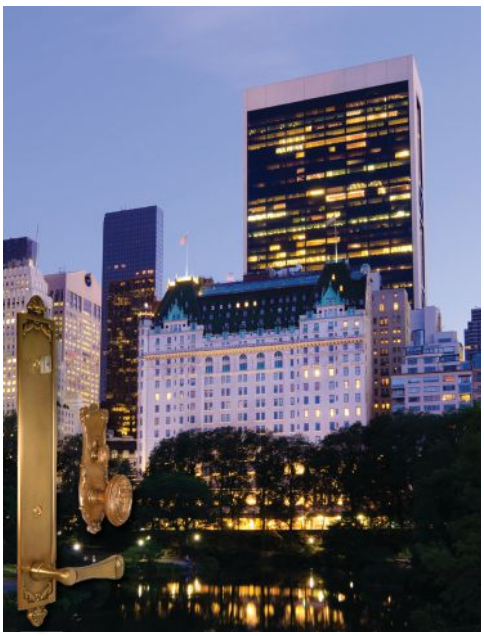

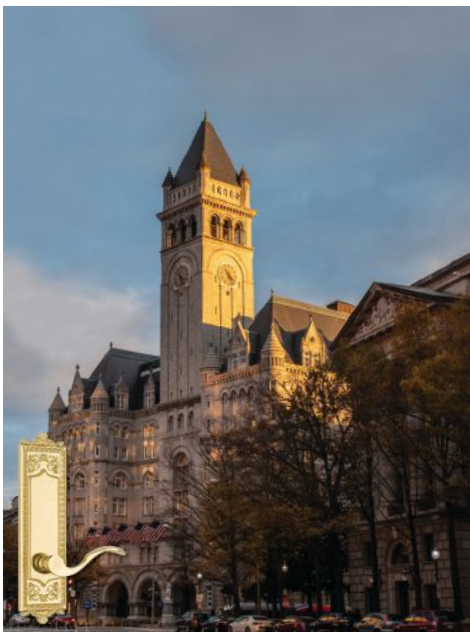

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FEATURES

COVER FOCUS: BEST OF 2024

10 **2024's Top Products**
Locksmith Ledger looks at the top 25 products from the past year, with results based on online views through our website. Popular categories in 2024 included electric strikes, key blanks and fobs for cars and RVs, electronic locks, locks for multifamily applications and locks with visual indicators.

- Alarm Lock Black Tie Trilogy Series
- Autel IKEY Styles for Buick, VW
- Autel MaxiIM Toyota-style IKEYs
- Blue Dog RV Keys
- Camden Door Controls CX-EP-D1289L-BK Electric Strike
- Camden Door Controls CX-ED1959-MB Outdoor-Rated Electric Strike
- Centrios Access Control for Small Businesses
- Codelocks CL5000 NetCode
- CompX Pearl Keyless Locker Lock
- Corbin Russwin CLX3300 Series with Visual Indicators
- Detex Indicator Exit Devices
- dormakaba Axxessor Apex Safe Lock
- Hager HS4 Deadbolt
- HES 9100 Electric Strike
- Ilco Smart Pro Mercedes Solution
- Ilco Smart Pro Lite
- Medeco eCLIQ Spark Key
- Norton Rixson 5200 Series Low-Energy Door Operator
- Salto DBolt Touch
- SARGENT 8200 Series Mortise Lock with Motorized Electric Latch Retraction
- SARGENT 10X Line Bored Locks with Visual Indicators
- Schlage XE360 Series Wireless Locks
- Schlage Indication Solutions
- STRATTEC General Motors OE Remotes
- Von Duprin 70 Series Exit Devices

20 **Best of Electronic Access Control**
Wireless locks offer the latest in smart technology and connectivity, giving locksmiths more options around the door.

24 **Best of Mechanical**
Critical infrastructure locks, security for glass doors, electric strikes and indicator locks were trending.

INSTALLATIONS

28 **Marks Exit Device Installation**
The durable Marks USA 9900 exit device does extra duty on heavy duty outdoor gate. In addition to the article, be sure to watch Wayne Winton's accompanying installation video.

ELECTRONICS & ACCESS CONTROL

32 **Mobile Credential Culture**
Driven by increased demand from higher education, commercial and multifamily verticals, the smartphone is becoming the credential of choice. This transformation is most evident across college and university campuses.

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COMMERCIAL/RESIDENTIAL HARDWARE

38 **Going Touchless**
As new products and new options come on the market, locksmiths are well-placed to install or service the mechanisms needed to create touchless openings. Key components showing growth include low-energy door operators and motorized electronic latch retraction.

40 **Winning A School Security Account**
Michigan locksmith Nicholas Rice shares his story of cold-calling a local school system and ending up with the job of replacing classroom door locks. Ethics, warranties and budget considerations played important roles.

COLUMNS

8 Editorial

58 The Back Page

DEPARTMENTS

42 Automotive

48 News Briefs

51 People & Places

54 New Products

56 Calendar of Events

57 Classifieds

57 Index of Advertisers

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54

» **Paxton Entry**

» **Kwikset Halo Select**

» **Viking Electronics E-32T-SS-IP intercom**

» **i-PRO Aero PTZ Camerast**

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State of the Industry 2024

Our November issue took an in-depth look at the State of the Industry in 2024, addressing revenue and profitability, vertical markets, product selection, hiring and retention, training and other issues affecting locksmiths this year. Read the full report in our digital issue at **https://bit.ly/3CcN0CX**

Know Your Distributor

Locksmith Ledger presented our annual guide to distributors serving the locksmith market in our April 2024 issue. This annual reference includes locations, contact information, product categories, shipping policies and more for approximately 200 locksmith distributors. View the section online at **https://bit.ly/3UxcMaC**.

Legends of the Lock Industry

In our July issue, Locksmith Ledger highlighted the inaugural recipients of our new Gale Johnson Legends of the Lock Industry awards. Read the stories of some industry leaders from manufacturers and distributors and also from our locksmith readers. All are posted online at **www.locksmithledger.com/55055955**.

Installation Focus

In our May issue, Wayne Winton installed Arrow's new cylindrical indicator lock. Watch an extended version of the installation video at **www.locksmithledger.com/55021392**. Check out our two-part series on large-scale Schlage AD-400 installation online at **www.locksmithledger.com/53056156** and **www.locksmithledger.com/53058914**. In August, we installed a Lockly Guard standalone electronic access control on a narrow stile aluminum glass door. Read the article watch the video at **www.locksmithledger.com/53064317.**

National Average Price Survey

Locksmith Ledger presents the results of our 2024 National Average Price Survey, intended as a tool to help our readers evaluate their pricing. We don't claim that this is a scientific survey, but we do try to address some trends. New this year is a question about price increases. Gas, labor and parts have all gone up, and many locksmiths need to increase prices proportionately to keep their businesses in the black. See the results at **www.locksmithledger.com/55137701**.

Online Buyers Guide

UPDATED DAILY

Want to know whom to contact in more than 200 specific product categories? You also can use our comprehensive Online Buyers Guide to connect with manufacturers and distributors that serve every niche of the security market. Search for individual products by company or product type. Visit **www.locksmithledger.com/directory**. Manufacturers and distributors that serve the industry can update their information here: **https://cygnuscorporate.wufoo.com/forms/zlc3m3r17mbsp4**.

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Securing Connections ...

Sure, this column could be entirely about all the new connections I have made and developed over the past two years here at Locksmith Ledger, traveling to all the different industry conferences and speaking with locksmiths, manufacturers and distributors who work with locksmiths to provide the products and services they want and need.

But my focus here this month is on the product and technology level, those new access control connections locksmiths are making as they venture into this brave new world of smart locks (see article on page 20), the cloud, mobile access (see article on page 32), AI, etc., where the protection of one's credential and data becomes equally as important as securing that lock on the door.

While electronic access control becomes much more prominent, it also adds another layer of vulnerability.

"Something has to move in the lock is one of my rules, as electronics don't open doors, mechanical locks do, so we always attacked the interface between electronic and mechanical because that's always where the vulnerability is," says Marc Tobias, author of On Locks and Insecurity Engineering and a physical security expert with more than 30 patents who works with lock manufacturers to help them fortify their products. "Electronics are taking over, and they offer some incredible options and convenience, but it's access control and the problem is, there's always ways to hack things."

Paul Ragusa
SENIOR EDITOR

Find us on LinkedIn, search on site: Locksmith Ledger International

As Tobias astutely points out, bad actors are always looking for vulnerabilities within the overall system, and once they are in, it literally gives them the physical and logical keys to the kingdom.

Min Kyriannis, CEO & co-founder at AMYNA Systems Inc., who spoke on a cybersecurity panel at the GSX conference in September, agrees.

"It's not just looking at cybersecurity, but you also have to think about privacy and how you are protecting the data," she says, noting that researchers expect there to be 40 billion IoT devices on the network by 2025. "When you're setting the system, designing a system, installing a system, how do you mitigate that risk and take away the liability that you yourself have by touching that system? What do I need to do to ensure the protection of those I'm working with while also protecting myself at the same time?"

Speaking with locksmiths in last month's state-of-the-industry roundtable, this topic is on their radar now as they work much more with electronic access control products that are connecting to other devices and systems.

"We must look at digital security of how that data is being accessed and how that data is being stored," says John Nolan, owner of Reliant Security. "The last thing you want to do is buy some cheap product that is made overseas somewhere, only to find out there are major security flaws, and the data is being accessed or compromised somehow. So, when we're looking at online and remote access with this stuff, we're looking for devices and software that have a lot of security built into them."

As we see, it's a brave new world for locksmiths.

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Happy Holidays.

From the entire Salto family, thank you to our customers, business partners and colleagues for a wonderful and successful 2024. We could not have done it without you.

All the best to you and yours this holiday season!

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2024's TOP PRODUCTS

Most-viewed products of 2024 include wireless locks, electric strikes, transponder programmers, keys and indicator locks

Every December, Locksmith Ledger takes a look back at the most popular new products of the year, based on Google Analytics data that tracks online views of the products through our website, www.locksmithledger.com. Popular categories in 2024 included electric strikes, key blanks, electronic locks, locks for multifamily applications and locks with visual indicators.

We also noticed a few trends, as noted in our Best of Electronics article on page 20 and Best of Mechanical article on page 24. On the electronic side, wireless locks, smart locks and mobile credentials are in demand. And on the mechanical side, glass door security and options for securing critical infrastructure were trending.

Our 25 winners are listed alphabetically by company name below, and eligible products were introduced after Oct. 1, 2023.

- Alarm Lock Black Tie Trilogy Series
- Autel IKEY Styles for Buick, VW
- Autel MaxiIM Toyota-style IKEYs
- Blue Dog RV Keys
- Camden Door Controls CX-EPD1289L-BK Electric Strike
- Camden Door Controls CX-ED1959-MB Outdoor-Rated Electric Strike
- Centrios Access Control for Small Businesses
- Codelocks CL5000 NetCode
- CompX Pearl Keyless Locker Lock
- Corbin Russwin CLX3300 Series with Visual Indicators
- Detex Indicator Exit Devices
- dormakaba Axxessor Apex Safe Lock
- Hager HS4 Deadbolt
- HES 9100 Electric Strike
- Ilco Smart Pro Mercedes Solution
- Ilco Smart Pro Lite
- Medeco eCLIQ Spark Key
- Norton Rixson 5200 Series Low-Energy Door Operator
- Salto DBolt Touch
- SARGENT 8200 Series Mortise Lock with Motorized Electric Latch Retraction
- SARGENT 10X Line Bored Locks with Visual Indicators
- Schlage XE360 Series Wireless Locks
- Schlage Indication Solutions
- STRATTEC General Motors OE Remotes
- Von Duprin 70 Series Exit Devices

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Hager HS4 Deadbolt

Introducing the new Hager HS4 deadbolt: a perfect combination of security, convenience, and style. This smart lock is easy to install and can be accessed using mobile phones, physical credentials, or PINs. It is powered by a software package that can manage up to 65,000 openings and 4,000,000 users. The lock is housed in a zinc alloy body, has a 90-minute fire rating, and is designed to replace existing mechanical deadbolts. Finishes available include Bright Brass, Satin Brass, Bright Chrome, Satin Chrome, and Black.

More info: www.hagerco.com

» *Request information: www.locksmithledger.com/55090199*

Centrios Access Control for Small Businesses

There's enough to worry about when running a business – managing access control shouldn't be one of them! Centrios, a new brand within ASSA ABLOY, radically simplifies access control for small and growing businesses.

By connecting Centrios locks and smart readers with a simple mobile app, owners can grant access to employees, manage schedules, view reports, and users can unlock openings with a touch of their phone. Learn more at centrios.com.

Calling all security professionals! Join the Centrios Partner Program and enjoy unique benefits including priority access to our technical solutions team, training library, lead sharing, and more. Register today!

More info: www.centrios.com

» *Request information: www.locksmithledger.com/55088880*

dormakaba Axessor Apexx

Axessor Apexx transforms the way access control and audit reporting are managed for cash and security assets across global financial institution, ATM and retail segments. This multi-lock, IP-connected solution provides advanced security encryption and remote management capabilities, reducing the need for additional administrative costs.

With the ability to add or delete users remotely, receive near real-time audits and apply security settings, Axessor Apexx sets a new standard for safe locks. Additionally, this innovative solution reduces an enterprise-wide risk profile through automated push notifications and customized end-of-day reporting.

More info: www.dormakaba.us

» *Request information: www.locksmithledger.com/55017502*

Camden CX-ED1959-MB Outdoor-Rated Strike

Camden Door Controls introduces its CX-ED1959-MB outdoor-rated strike. The strike features heavy-duty stainless-steel construction with an integrated ANSI square faceplate, is UL 294 listed and offers grade 1 performance.

Compatible with cylindrical locksets and mortise locksets without deadbolts, the CX-ED1959-MB strikes are specifically designed for exposed perimeter doors and gates.

The 'universal' strike design features 7/8" latch projection, field selectable 12/24V DC voltage, and fail safe/fail secure operation. The strike delivers continuous duty operation and is backed by Camden's full five-year warranty. The CX-ED1959-MB also includes a heavy gauge painted steel mounting box at no additional charge.

More info: www.camdencontrols.com

» *Request information: www.locksmithledger.com/55038311*

Von Duprin 70 Series Exit Devices

The new Von Duprin 70 Series Exit Devices are an ideal choice for a wide range of applications including warehouse, industrial, office, multifamily, retail and hospitality spaces. They are ANSI/BHMA Grade 1 certified.

The series offers both panic and fire-rated options in both the 78 series wide stile and the 75 series narrow stile form factors. Rim, surface vertical rod and concealed vertical rod configurations are available for both the 78 and 75 series. Additionally, the 70 series offers a wide range of device lever designs and finishes that suite across the Von Duprin portfolio. The Quiet Electric Latch Retraction (QEL) option provides electronic control of an exit device with limited operational noise.

More info: vonduprin.com

» *Request information: www.locksmithledger.com/550911240*

Black Tie Trilogy Series

Alarm Lock's Trilogy and Wireless Trilogy Networx Access Locks are now available in on-trend Matte Black (US 19) finishes for standalone, networked, narrow stile and panic exit bar applications. Put on your best for your best fashion-forward customers. Ask for them from your local distributor.

Included parts numbers:

- DL2700/19: Trilogy Alarm Lock Trilogy cylindrical standalone keyless locks
- PDL6200/19: Wireless Networx Prox/PIN Access Locks, Cylindrical
- ETPDNSRX19M99: Networx Exit Trim, Used with Panic Devices
- PDL1300NW/10: Narrow Stile Lock PIN/Prox for Glass Doors

More info: www.alarmlock.com

» *Request information: www.locksmithledger.com/55041260*

CL5000 NetCode by Codelocks

Codelocks has introduced the CL5000 NetCode to its range of access control solutions. The CL5000 NetCode adds Codelocks' time-sensitive code functionality, NetCode, to its best-selling, heavy-duty CL5000 access control solution for high-traffic areas.

Launched in 2004, the original CL5000 has stood the test of time over the last 20 years. The addition of Codelocks NetCode Technology takes the CL5000's solid build, ease of installation and operation, and low maintenance features to the next level with the added benefits of temporary, time-sensitive access codes that provide an increased level of control.

More info: www.codelocks.us

» *Request information: www.locksmithledger.com/55089986*

Autel MaxiIM Toyota-style IKEYs

The new Autel MaxiIM Toyota-style IKEYs are programmable smart keys engineered with precision and reliability in mind. Replace smart keys for numerous Toyota vehicles, ensuring convenience and security for drivers. The OE-quality keys operate on advanced 8A chip technology and supports 315M and 433M frequencies. They feature 3-4 button configurations and an emergency blade. Professional automotive locksmiths and NASTF-certified Vehicle Security Professionals can use Autel MaxiIM IMMO and Key programming tablets for quick IKEY programming.

More info: www.autel.com

» *Request information: www.locksmithledger.com/55089372*

Ilco Smart Pro Lite

Based on the same hardware platform as the original Smart Pro, the new Smart Pro Lite from Advanced Diagnostics is a simplified programming device that operates without the need to purchase tokens, software, or subscription (UTP).

To operate Smart Pro Lite, customers will be required to use Ilco transponder keys and Ilco Look-Alike Remotes. The application list for Smart Pro Lite is built around vehicles supported by Ilco transponder keys and Look-Alike Remotes and comes with one year of free updates. At the end of year 1, Smart Pro Lite will require an affordable Annual Update Fee to receive any new vehicle application updates.

The software is driven by MYKEYS Pro (MKP), the Advanced Diagnostics online key programming database with information for more than 5,000 vehicles, covering most makes and model worldwide.

More info: https://www.ilco.us/products/smart-pro-lite
» *Request information: www.locksmithledger.com/53083328*

Camden CX-EPD1289L Electric Strike

Camden Door Controls has introduced the first surface mount RIM strike with preload. This CX-EPD1289L grade 1 surface mount RIM strike with latch monitoring also offers a 'Universal' strike design for application flexibility, with both UL security and fire listings.

The number one reason that RIM strikes fail to operate is pressure on the keepers of the strike, known as preload. Preload can be caused by differences in air pressure on each side of the door, a misaligned door, or simply someone pushing on the door before the strike is unlocked.

The patented design enables Camden's 1289L RIM strike to operate with up to 15 pounds of preload pressure. This eliminates the need for future service calls for doors that go out of alignment after the strike is installed.

More info: www.camdencontrols.com
Request information: www.locksmithledger.com/53097593

Schlage Indication Solutions

Schlage's trusted mortise, cylindrical and deadbolt lock indication trims feature the largest message windows on commercial locks of this type letting you Know It's Locked™ - even at a distance. Single- and dual-sided options deliver patented 180-degree visibility with unmistakable red and white messaging. They're designed to handle any environment with tamper-resistant windows and Grade 1 durability with the performance and reliability you expect from Schlage.

More info: https://commercial.schlage.com/en/solutions/by-requirement/indication/know-its-locked.html
» *Request information: www.locksmithledger.com/55002520*

Medeco eCLIQ Spark Key

The Medeco eCLIQ Spark key is the first battery-free eCLIQ key that generates its own energy. It opens doors with self-generated energy solely from the key, making the cylinder and key completely self-powered. The energy required for the locking function and for checking access authorizations is generated by the key during insertion into the cylinder. Data is transferred between the eCLIQ locking cylinder and the Spark Key with the usual high level of protection against manipulation and sophisticated attacks of the CLIQ family locking system.

More info: www.medeco.com
» *Request information: www.locksmithledger.com/55143154*

Autel Toyota IKEYs

Autel MaxiIM Toyota-style IKEYs are programmable smart keys engineered with precision and reliability in mind. Replace smart keys for numerous Toyota vehicles, ensuring convenience and security for drivers. The OE-quality keys operate on advanced 8A chip technology and support 315M and 433M frequencies. They feature 3-4 button configurations and an emergency blade.

More info: www.autel.com
» *Request information: www.locksmithledger.com/53076624*

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The Salto DBolt Touch electronic deadbolt offers an all-in-one smart locking solution for deploying or upgrading mechanical deadbolt locks in the multifamily residential market. Easy to retrofit, compatible with any deadbolt door, and with different models available, the SALTO DBolt Touch smartlock has been designed to blend seamlessly and connect wirelessly to a multifamily property's ecosystem. The DBolt Touch is fully compatible with SALTO Space on-premise high-end residential access management software and SALTO Homelok, an upcoming cloud-based smart residential access solution.

More info: www.saltosystems.com
» *Request information: www.locksmithledger.com/53097571*

SARGENT 8200 with MELR

SARGENT, an ASSA ABLOY Group brand, announces the addition of the 8200 Series Motorized Electric Latch Retraction (56-) mortise locks to its offering of door hardware solutions. Purpose-built for demanding environments such as schools, hospitals and universities, the 8200 Series MELR mortise locks are engineered to the highest industry standards to ensure compliance with durability and reliability that stands the test of time.

To ensure immediate access in high-traffic locations, SARGENT 8200 Series MELR mortise locks deliver quick latch bolt retraction in just half a second with applied power. Designed with versatility in mind, these locks are ideal for push-pull conditions and for use with automatic operators to facilitate accessibility and ADA compliance.

Accessibility features include optional Request to Exit functionality, adaptable designs for both in-swing and out-swing doors, and compatibility with any access control system. SARGENT 8200 Series MELR mortise locks also feature quiet, efficient operation with low power consumption, reflecting ASSA ABLOY's commitment to sustainability.

These locks carry a long list of certifications including ANSI/BHMA A156.13 Grade 1 for superior performance; ANSI/BHMA A156.25; UL/cUL fire rated for 3 Hour Doors; UL294/ULC60839-11-1 Listed; and Windstorm (refer to local codes).

More info: www.sargentlock.com
» *Request information: www.locksmithledger.com/55041266*

Blue Dog Global Link Precut / Master Set

Framon's Blue Dog Keys division is now stocking the Global Link complete precut key set. This set includes one of each key in the G301-G390 as well as a Global Link change (BD986), master (BD985), and compartment key (BD1016). In addition, the set also includes several other compartment keys normally found on Global Link-affiliated campers & RVs. Included are CH751 (BD467M), R001 (BD741M) and CK330. Part #BDGLSET

More info: bluedogkeys.com
» *Request information: www.locksmithledger.com/53076802*

STRATTEC GM OE Remotes

In the last year, STRATTEC released 26 new remote fobs along with four new emergency keys for General Motors. These are listed in the new 2024 Summer Brochure. This brochure can be found on their website: www.aftermarket.strattec.com under current literature. STRATTEC also recently received licensing approval, and will be releasing 20 additional fobs at the end of 2024.

STRATTEC released their 2024 Key and Fob Identification chart, which can be found on their website as well, under current literature. The chart gives a brief overview of their products covering Ford, Lincoln, Mercury, General Motors, Chrysler, Dodge, Jeep, Toyota, Acura, Honda, Nissan, Infiniti, Mazda, Mitsubishi, BMW, Volkswagen, Subaru, Hyundai and more.

To download the guides, for more information or to check out STRATTEC's vehicle match to determine appropriate products depending on the make and model of vehicle, go to

More info: aftermarket.strattec.com
» *Request information: www.locksmithledger.com/55089684*

Corbin Russwin CLX3300 Series with Visual Indicators

Corbin Russwin introduces the CLX3300 Series cylindrical lock now available with visual status indicators, enhancing security and user experience in sensitive environments. These ANSI/BHMA Grade 1 locks provide instant confirmation of a door's locked or unlocked status, improving safety and peace of mind. Key features include clear indicator windows available on the inside, outside, or both sides of the door, easy installation, sleek design, and multiple functions including keyed and privacy. The CLX3300 Series reaffirms Corbin Russwin's commitment to innovation, style, and security.

More info: www.corbinrusswin.com

» *Request information: www.locksmithledger.com/55090408*

Detex Indicator Exit Devices

Detex has introduced the 1010D Double Cylinder Rim Exit Device (pictured) and the 3010DM Double Cylinder Mortise Exit Device. These new exit devices share a common standout feature: an indicator on the inside of the door that allows quick visual identification of the lockout status of the outside trim.

Both models include an indicator on the inside of the door that allows quick visual identification of the lockout status of the outside trim. This feature is desirable for lockdown or active shooter situations. These heavy-duty exit devices can be used on fire exits and are easily installed with Detex's patented mounting plate and strike locator system.

More info: www.detex.com

» *Request information: www.locksmithledger.com/53072310*

Schlage XE360 Series Wireless Locks

The XE360 Series is the latest wireless lock family from Schlage. It's designed with the options, features and style most looked for by multifamily properties - at an attractive price point. It operates in an offline or No-Tour environment and is integrated with Allegion and 3rd party PACS and Proptech systems. The XE360 Series supports the latest credential technologies and is available as tubular, mortise and exit trim. The innovative FleX Module allows the XE360 Series to be easily upgraded in the field to allow migration from an offline to networked solution and adapt to emerging trends in security and connectivity.

More info: commercial.schlage.com

» *Request information: www.locksmithledger.com/53097576*

Smart Pro Mercedes Solution

Introducing the Smart Pro Mercedes Solution for programming slot keys compatible with Mercedes® models produced from 1996 to 2014. The kit includes:

ADC-260 Mercedes Smart Programmer that connects to the customer's Smart Pro device via USB cable and comes equipped with an emulator key.

ADS-2298 Mercedes Software that is automatically activated when the ADC-260 Smart Pro Programmer is connected to the Smart Pro.

Two POD-BENZ-4B1 Ilco Look-Alike® slot keys (keys also sold separately).

Note: Please include the Smart Pro serial number with all purchase orders for the Mercedes solution to add the software to the unit.

More info: www.ilco.us

» *Request information: www.locksmithledger.com/53081578*

Norton Rixson 5200 Series

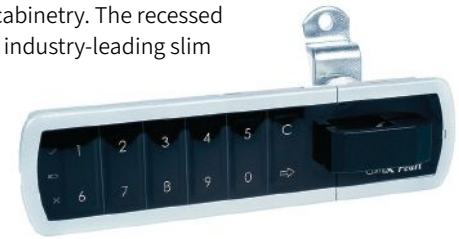
The Norton Rixson 5200 Series is an electromechanical low energy operator offering functionality and control at an affordable price. The 5200 Series converts interior, non-fire rated doors easily and affordably while providing a simple way to achieve touchless environments. Available for push or pull mounting, this unit can be operated manually or activated by wall switches, or radio frequency devices. Complete with WiFi programming for easy installation and setup.

More info: www.nortonrixson.com

» *Request information: www.locksmithledger.com/53097589*

CompX Pearl

CompX Pearl is a new keyless, electronic lock designed to enhance and elevate the look of lockers, furniture and cabinetry. The recessed version has an industry-leading slim profile, just .08" off the surface of the locker. Pearl can be programmed in dedicated or shared use, requires no special tools or software, and features an external "flip down" battery compartment allowing easy access to batteries. The ten-button keypad design allows for 19 programmable codes (dedicated mode) and one supervisor code. Pearl's shared use mode allows for revolving user code - multiple users may use Pearl without having to reprogram the lock each time. Available in four keypad configurations and both satin silver and black finishes.



More info: compxpearl.com

» *Request information: www.locksmithledger.com/53064038*

HES 9100 Electric Strike for use with Tubular Vertical Rod Exit Devices

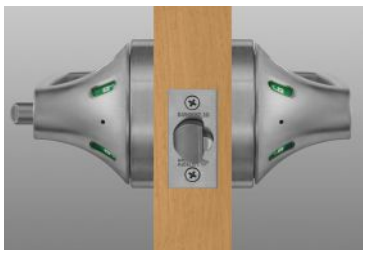
The HES 9100 Electric Strike is an innovative solution designed to work with a tubular, vertical rod exit device on a single glass door. The low-profile 9100 offers simplified retro-mounted installation within the existing mechanical prep without cutting the frame, saving time and labor costs. Integrated adjustability provides optimal latch positioning to accommodate demanding installations. The 9100 has adaptable voltage sensing technology allowing the product to function in 12-24 VDC with no required wiring selection. Available in left-handed or right-handed options and in multiple finishes to match any opening. The 9100 offers field selectable fail safe/fail secure functionality and latchbolt and strike monitoring options for maximized versatility. The 9100 exceeds Grade 1 standards and is designed with the strength and durability to meet UL outdoor rating requirements.

More info: www.hesinnovations.com

» *Request information: www.locksmithledger.com/55002581*

Sargent 10X Line Bored Locks with Visual Indicators

SARGENT announces the enhanced 10X Line bored locks now with visual status indicators. These indicators offer instant confirmation of a door's locked/unlocked status. Available in multiple functions, including keyed and privacy, these locks are ideal for new and retrofit projects, exceed industry standards for ANSI/BHMA Grade 1 durability, and fit standard bored lock prep. Multiple indicator placements available on the inside, outside, or both sides of the door ensure optimal visibility, and the sleek design complements any style.



More info: www.sargentlock.com

» *Request information: www.locksmithledger.com/55090401*

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We understand that you need a good reason to buy a different strike. Get it wrong and you could end up losing money or even a customer. But Camden is always your right choice. The right features, value, and performance - together with the best quality and warranty in the industry. Even better, Camden strikes are always in stock, our customer service is second to none, and we never ask for multiple price increases over the year!

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'Universal' Low Profile Grade 2 Electric Strike in Multiple Faceplate Packages

CX-ED1379

'Universal' Grade 1 Electric Strike for Narrow Stile Aluminum Door Frames

BLACK FINISH AVAILABLE!

CX-ED1410

'Universal' Grade 1 ANSI Fire Electric Strike

CX-ED1689L-4 & CX-ED1799L-8

Low Profile & Dual Monitor Grade 1 Fire Rated Mortise Strikes in Multiple Faceplate Packages

CX-ED1959-MB & CX-ED1959RM-MB

'Universal' Outdoor Electric Strikes for Cylindrical Locksets & RIM Exit Devices. Heavy Gauge Steel Mounting Boxes Included!

CX-EPD1289L & CX-EPD1289L-BK

Award Winning 3/4" 'Universal' Grade 1 Fire Rated RIM Strikes with Preload

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CAMDEN DOOR CONTROLS

Best of 2024: Electronic Products

393901311 | BULLRUN | ADOBE STOCK

Wireless locks offer the latest in smart technology and connectivity, giving locksmiths more options around the door

BY PAUL RAGUSA

As locksmiths continue to add electronic access control options to their suite of offerings, manufacturers stepped up in 2024 within the wireless lock category, providing a wide array of new looks, options and capabilities based on where and how the locks are being used, in addition to allowing auditing or integration with a platform that oversees multiple systems within a facility. And with the phone becoming the access control credential of choice (see page 32) across many verticals, this mobile access trend is changing the way locksmiths look at locks.

Not surprisingly, in the Locksmith Ledger 2024 State of the Industry Report (see November issue), locksmiths identified Smart Locks as the No. 1 technology that is most important to their business, with a whopping 49.1% (compared with 38.9% last year) saying it is a must-have product in their portfolio of offerings.

"I see a huge uptick in electronic access, so people moving over from keys to cards or phone access or some type of digital interface instead of just the mechanical lock," says John Nolan, owner of Reliant Security. "Overall, I'd say everyone is starting to go into electronic access and even automation type stuff, although I am seeing a particular uptick in interest from government, from schools, and I just completed a project with a church."

The following is a closer look at the top electronic locks that made our Best of 2024 list starting on page 10.

Alarm Lock Wireless Trilogy Networx Access Locks

Alarm Lock's Trilogy and Wireless Trilogy Networx Access Locks are now available in on-trend Matte Black (US 19) finishes for standalone, networked, narrow-stile and panic exit bar applications. NAPCO Security Technologies, Inc., recently announced the release of a new short-form catalog from its Alarm Lock Division, showcasing the full array of their standalone and wireless access lock solutions.

» Alarm Lock's Trilogy and Wireless Trilogy Networx Access Locks

In addition to the Trilogy Series and the wireless Trilogy Networx Access locks, the Trilogy Networx networked locks offer the same top features plus significant labor savings by eliminating the need for door-to-door operations for programming and audit trail retrieval. Additionally, they support scheduled locking from a central server or global lockdown in emergencies, triggered from any lock, keyfob, or server using NAPCO's management real-time platforms, or the free DLWINDOWS software or other integrated systems such as Lenel.

Plus, the designer ArchiTech Networx line goes a step further in style and can be customized with hundreds of trims and finishes to modernize iconic buildings and/or fit right in with the latest office décor and proptech.

Designed specifically for locksmiths and integrators, the 2025 Alarm Lock Catalog is offering a comprehensive overview of commercial access locking solutions for wood, metal and glass doors. In addition to summarizing the various lock styles, models, and architectural finishes — including the new US19 Matte Black noted earlier — the Alarm Lock 2025 Catalog also reviews complementary keypads, tools, and accessories, highlights upcoming new models, and includes a convenient model number configuration chart on the back cover.

Centrios Access Control Platform

Centrios, which debuted at ISC West earlier this year, addresses the North American small business market with a new access control platform comprised of an intuitive, secure app, web interface, and purpose-built electronic locks and readers. Additionally, the business Centrios, a brand and platform developed within ASSA ABLOY, leverages ASSA ABLOY's scale and capacity to innovate with a bold new start-up strategy and digital-first, customer-centric approach.

"Small business owners are busy entrepreneurs who don't have time to sort through the complexity of the current landscape of access management options," says Bryan Lieberman, General Manager, Centrios. "Our channel partners want to offer these business owners a solution that just works, is easy to sell, is well supported, and helps them grow their businesses. We listened very carefully to our customers and designed our business structure, the product, user interfaces, support tools, and even our sales strategy to help our customers make smarter decisions about access for their business faster and with confidence."

» Centrios Access Control Platform

With Centrios, business operators can quickly and intuitively manage scheduled access and retrieve access reporting for employees and visitors across multiple physical sites from their phone or a PC. Systems users can effortlessly unlock or lock doors with a touch of their phone to a Centrios lock or smart reader. Centrios is a free system that offers businesses an upgrade path to enhanced features and capacities, such as the number of users, door devices, or scheduling capabilities.

Centrios software and hardware were designed in parallel so the user has the most seamless experience possible. Centrios cylindrical locks are well-suited for exterior or interior openings such as front doors, back doors, storerooms, offices, and bathrooms. The smart reader is optimal for storefronts, employee entrances, gates, or automatic doors where it can be paired with new or legacy third-party electronic access control devices that a business may already have in place. The Centrios locks and smart reader can be installed in minutes and can then be securely paired with the Centrios mobile app in seconds via BLE.

Centrios also connects end users with locksmiths, integrators, and security professionals through the Centrios Partner Program. This program offers partners valuable training content, end user leads, and the ability to manage their own details for representation on the Centrios where-to-buy finder.

SALTO DBolt Smart Deadbolt

The DBolt smart deadbolt from Salto is the company's latest innovation for the multifamily, condo, senior and student living markets. Using the same hole and no wiring, the DBolt offers a quick, easy and affordable solution for retrofitting doors with aging, traditional deadbolts with the latest in access control technology.

"Packed with all of Salto's most advanced technologies like SVN, BLUEnet, and JustIN Mobile, the DBolt deadbolt is the most flexible smart lock for the multifamily market," says Preston Grutzmacher, Salto North America Residential Leader. "Using a unique combination of cloud-based and standalone access technology, the DBolt creates a market-defining level of site safety and convenience."

The SALTO DBolt Touch offers a retrofit and smart locking solution for upgrading mechanical deadbolt locks in the multi-family residential market.

» The DBolt smart deadbolt from SALTO

The DBolt Touch implements the latest technology and the top level of functionality that multi-family housing residents, operators, and access managers desire and have been eagerly anticipating.

Easy to retrofit, compatible with any deadbolt door, and with different models available, the SALTO DBolt Touch smart lock has been designed to blend seamlessly and connect wirelessly to the property ecosystem. In addition, the SALTO DBolt Touch's smart access technology – powered by SALTO's access management platforms – delivers a comprehensive and modern digitized property that unifies security, access control, property management, and the tenant experience in an all-in-one smart access solution for residential living.

With secure smart keypad access, the SALTO DBolt Touch supports a wide range of access control methods to create the perfect keyless experience. The DBolt Touch smart keypad reader enables PIN-based entry for residents and visitors. For users who require a physical credential, the DBolt Touch series offers the same level of security and convenience by supporting smart RFID key cards. The DBolt Touch enables mobile access via SALTO's Digital Key solution – JustIN Mobile. Property managers and residents can use a smartphone – including Apple Wallet – to access a property's various doors, amenities, and individual units.

With a wide range of finishes, the SALTO DBolt Touch can fit in almost any kind of environment – from apartment building doors to single-family entrances or from modern to classic installations. Rated AAA according to A156.40 (American National Standard for Residential Deadbolts), the DBolt Touch meets the highest standards set by the security industry.

Schlage XE360 Series Wireless Locks

Allegion US introduced the Schlage XE360 Series Wireless Locks in 2024, a new electronic lock portfolio designed with multifamily market needs – like style and technology – in mind, at an attractive price point. The XE360 Series is the next generation of innovative electronic locks from Schlage, outfitted with the options and features most looked for by multifamily properties and made to fit the needs of a wide range of common area openings.

With in-demand finishes and modern lever styles, the XE360 Series was designed to complement a variety of design styles. It operates in an offline or No-Tour environment, which eliminates the need for property managers to visit the lock as credentials update the access rights.

"Designed specifically for the multifamily market and backed by Schlage's legacy of trust and innovation, the XE360 Series is a versatile and affordable solution to create safe and secure communities for residents and enhance the multifamily living experience," explains Brian Telljohann, Director of Product Management, Commercial Electronics at Allegion. "A strategic evolution of our multifamily ecosystem, the XE360 Series seamlessly integrates with Schlage Control mobile-enabled smart locks and features applications across the entire building, which allows multifamily operators to leverage a single access control and management solution without compromising security and design."

Integrated with Allegion and third-party access control software providers and proptech systems, the XE360 Series' open architecture design provides property owners and operators the flexibility to choose between management systems and delivers a convenient and secure experience for residents.

The XE360 Series supports the latest mobile credential technologies, including MIFARE®, Bluetooth® and NFC mobile, with advanced encryption to keep data and communications safe.

The Schlage XE360 boasts a next level design that provides property owners with a seamless aesthetic across all openings regardless of the type of door and required lock installation. Thoughtfully engineered, the uniquely concealed key override maintains the sleek look of the lock on the door, providing residents with a modern design without compromising peace of mind.

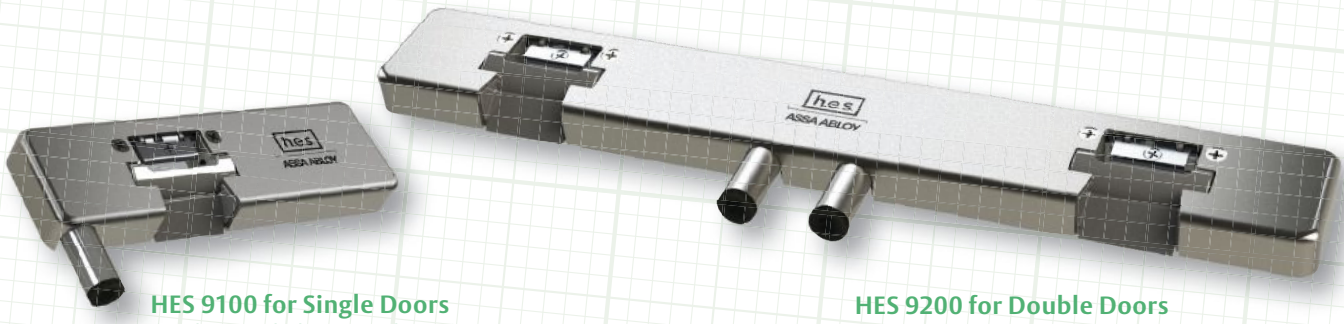
» Schlage XE360 Series Wireless Locks

The new and innovative FleX Module board allows the XE360 Series locks to be easily upgraded in the field to allow migration from an offline to networked solution and adapt to emerging trends in security and connectivity as the building's needs or technology change.

The XE360 Series builds upon Schlage's multifamily electronic access control ecosystem, including Schlage Control smart locks, designed specifically for multifamily resident doors. Property owners can now outfit all openings – including main entrances, resident entrances, paths of egress, common areas and workspaces – with a one system solution.

Glass Has Never Been This Easy

NEW



HES 9100 for Single Doors
(Right Handed option shown)

HES 9200 for Double Doors
(Wide option shown)

Simplify Your Access Control.

The innovative 9100 and 9200 Electric Strikes set a new industry standard for all-glass openings with a tubular exit device.

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Best of 2024: Mechanical

Critical infrastructure locks, security for glass doors, electric strikes and indicator locks were trending

BY EMILY PIKE

» New ASSA ABLOY products for glass openings: Rockwood panic devices with a security dogging option and a center lock housing and keeper that can accept cylindrical locks

The year 2024 was a good year for introduction and expansion of mechanical product lines, as the pandemic was finally on the back burner and most supply chain disruptions were resolved. Here is our review of some noteworthy products and trends.

Trending: Glass

Historically, all-glass openings have been considered expensive and complicated to secure. Adding hardware or electrification has been difficult and time-intensive. But as these openings continue to gain popularity, lock manufacturers are making it easier to deploy door locking solutions in both design and mechanics.

ASSA ABLOY's newest glass security products include Rockwood panic devices with a security dogging option and a center lock housing and keeper that can accept cylindrical locks from SARGENT, ASSA ABLOY ACCENTRA, Arrow and Corbin Russwin.

"Glass is a versatile, beautiful material that has the power to transform a space when used thoughtfully," said Tyler Baker, Director of Business Development, Glass and Aluminum, ASSA ABLOY Opening Solutions Americas. "With ASSA ABLOY's advanced security and hardware technologies, we elevate glass installations by not only complementing their design but enhancing their functionality, sustainability, and security."

While looks are important, security for these openings needs to be a critical consideration and not an afterthought. In the past, customers were often relegated to using a maglock or drop bolt in a fail-safe application only, because there was no fail-secure solution for this type of opening. (Fail safe means when no power is applied the door is unlocked; fail secure keeps the door locked, even without power.)

Fortunately, there are new devices designed from the ground up specifically for glass. They offer a mechanical top latch which can work in conjunction with an electric strike for a fail-secure locking solution. In addition, they include familiar features found on standard openings such as mechanical dogging and key override. Users can be assured that the opening is secure and if power is cut, the area remains locked.

HES electric strikes for glass openings work with tubular, vertical rod exit devices. Low profiles offer simplified installation within the existing mechanical prep without the need to cut the frame: simply drill one hole for power and mount the strike. Adaptable voltage sensing technology allows the installer the flexibility of using any voltage from 12 through 24 volts, removing any pigtail guesswork. Other features include interchangeable faceplates and accessories to match the opening.

The HES 9100 Electric Strike is an innovative solution designed to work with a tubular, vertical rod exit device on a single glass door. The low-profile 9100 offers simplified retro-mounted installation within the existing mechanical prep without cutting the frame, saving time and labor costs.

Striking a Balance

Camden Door Controls has introduced innovative electric strikes for both cylindrical locksets and rim exit devices.

The Camden CX-EPD1289L grade 1 surface mount RIM strike with latch monitoring also offers a 'Universal' strike design that delivers unparalleled application flexibility, with both UL security and fire listings.

The number one reason that RIM strikes fail to operate is pressure on the keepers of the strike, which is known as preload. Preload can be caused by differences in air pressure on each side of the door, a misaligned door, or simply someone pushing on the door before the strike is unlocked.

Regardless of the cause, Camden's 1289L RIM strike will operate where other strikes fail. The patented design enables them to operate with up to 15 pounds of preload pressure. This eliminates the need for future service calls for doors that go out of alignment after the strike is installed.

Camden Door Controls also introduced the CX-ED1959-MB outdoor-rated strike. The strike features heavy-duty stainless-steel construction with an integrated ANSI square faceplate, is UL 294 listed and offers grade 1 performance.

Compatible with cylindrical locksets and mortise locksets without deadbolts, the CX-ED1959-MB strikes are specifically designed for exposed perimeter doors and gates.

The 'universal' strike design features 7/8" latch projection, field selectable 12/24V DC voltage, and fail safe/ fail secure operation. The strike delivers continuous duty operation and is backed by Camden's full five-year warranty. The CX-ED1959-MB also includes a heavy gauge painted steel mounting box.

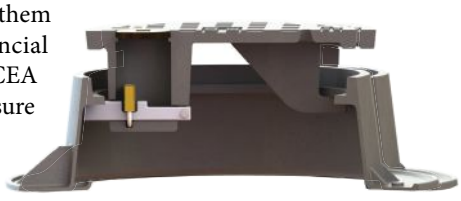
Critical Infrastructure

Protecting critical infrastructure — utilities, power plants and even traffic signals — took on new importance over the past years. ASSA ABLOY Global Solutions launches the ALCEA brand, committed to protecting critical infrastructure worldwide, in March.

» HES strike for use with tubular exit devices, a glass door solution

"When critical infrastructure such as energy, water, telecom, or transportation is interrupted, societies can't thrive. ALCEA exists to protect critical infrastructure globally and ensure businesses and people can continue to feel safe and operate uninterrupted," says Stephanie Ordan, Executive VP and Head of ASSA ABLOY Global Solutions.

Since traffic signal cabinets are located on roadsides and highways, they are readily accessible and damage to them usually results in heavy financial and recovery losses. Both ALCEA and Medeco offer traffic enclosure locks aimed at protecting traffic signals from vandals while granting needed remote access to contractors.

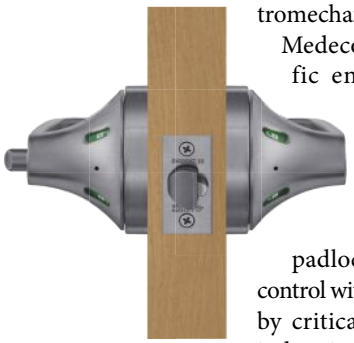


» ALCEA teams with INFRALock to create locking manhole covers

The city of Grand Prairie, Texas, recently completed a substantial project to replace the locks on their Intelligent Traffic Cabinets with remotely-managed ABLOY PROTEC2 CLIQ system locks from ALCEA.

» ALCEA traffic cabinet lock, uses Cliq key

"I started looking for smart locks and found ALCEA's mechanical lock with a high-security key during an online search. I was intrigued so I contacted them, inquired about their product and arranged a visit to their office for a presentation," said Raul Perez, Grand Prairie's ITS specialist. "It was then I learned about the capability of unlocking both the electronic and mechanical locks – including padlocks – and the versatility of their keys. I was very impressed by the user-friendly design of their Bluetooth smart key," he said in reference to the ABLOY PROTEC2 CLIQ system.



» SARGENT 10x bored lock with indicator

The remote access management system combines the best characteristics of mechanical and electromechanical locks.

Medeco also offers several models of traffic enclosure locks, plus rugged high security padlocks for use in tough environments.

Padlocks are another option for remote locations and rugged environments. The CyberLock NFC padlock offers convenient keyless access control with the reliability and precision required by critical infrastructure and high-security industries. With weather-resistant, IP-68 rated durability, the NFC padlock can withstand water, dust, and dirt, ensuring reliable performance even in the most challenging environments. Its field-replaceable EL123 lithium battery ensures continued functionality with a lifespan of up to five years.

Administrators can issue on-demand credentials to contractors, employees, and authorized visitors through CyberLock's powerful software suite, CyberAudit-Web. When changes occur, users can rapidly update their permissions using the Cyber Access app to enable access to the lock. Send keyless credentials to Android and iOS devices through the Cyber Access app. Alternatively, issue physical credentials such as an IR fob or compatible CyberKey for added flexibility.

» Marks USA exit device with visual indicators

Altronix has expanded its line of smart access control and power integration, data transmission, emergency communication power back-up, extended range ethernet and network power management products that service critical infrastructure. Its enhancedLINQ Network Power Managementtechnology enables advanced remote capabilities to control devices, monitor and report system power diagnostics from a single-pane platform.

Indicator Locks

A year ago, we highlighted Arrow's APL Series cylindrical indicator lock, ideal for commercial restrooms. Since that time, other manufacturers have followed suit, and mortise, cylindrical and deadbolt indicator locks are widely available.

In the important school security market, the Partner Alliance for Safer Schools (PASS) is recommending that locks should ideally have a visual indicator so that the condition of the lock (locked or unlocked) is visible from inside the room.

Beyond the classroom and schools, indicating locks of all kinds are being used to secure bathrooms in high frequency corporate and retail locations, for changing or private rooms, as well as for unique entryways, such as glass doors where the use of a visual and audio indicators is used.

The new Corbin Russwin CLX3300 Series cylindrical lock is designed for sensitive environments such as restrooms, classrooms, and nursing rooms. Because they fit standard door preps, these Grade 1 locks simplify installation for both new construction and retrofit projects.

SARGENT recently unveiled its enhanced 10X Line bored locks, also with visual status indicators. These indicators offer instant confirmation of a door's locked/unlocked status. Available in multiple functions, including keyed and privacy, these locks are ideal for new and retrofit projects, exceed industry standards for ANSI/BHMA Grade 1 durability, and fit standard bored lock prep. Multiple indicator placements available on the inside, outside, or both sides of the door ensure optimal visibility, and the sleek design complements any style.

Schlage's Indicator Solutions, available in three models, were designed with K-12 and higher education security needs in mind. These Grade 1 locks are offered in the Schlage L Series mortise, ND Series cylindrical and B Series deadbolt locks.

Another option is the Marks USA M99 LD series exit device, with an added visual indicator, designed for school, university, and critical infrastructure applications.

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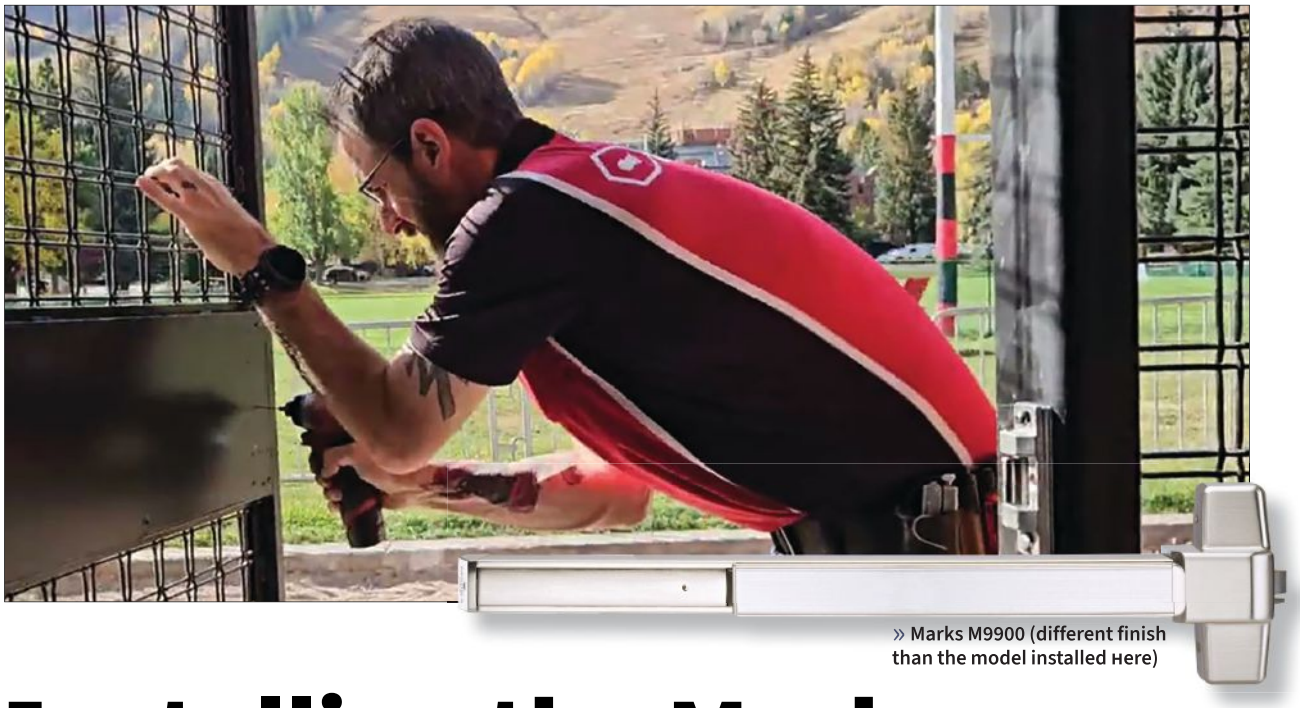
SS8200



» Marks M9900 (different finish than the model installed here)

Installing the Marks USA 9900 Exit Device

Durable exit device does extra duty on heavy duty outdoor gate

BY WAYNE WINTON

Today we are installing the Marks USA M990 exit device on an exterior gate. The rugged steel gate construction does bring some challenges, since we will be drilling into thick steel.

Measuring and centering the exit device itself is the first step. For aesthetics, it needs to be positioned in the center of the solid portion of this gate, and for ADA requirements, all door hardware must be mounted between 36 and 48 inches from the ground.

Next, I'm drilling holes for the latch that's going to go into the frame side of the opening. I like to use a step-bit process. I start off with a very small drill bit, the smallest drill bit I can find, and then step it up one or two sizes.

The other thing that makes this job unique is that this is a very heavy-duty set-up. The steel that we are drilling through is 3/8 of an inch thick. That's also why I chose not to tap this out to 1/4 by 20. I knew we would start breaking taps if we did that.

The strike is going to be mounted on this thick piece of steel and we're going to use some self-tapping screws to mount it in place. Normally you would use the provided screws due to the exit device's UL-rated listing. You want to make sure to use all the existing mounting hardware. However, that wasn't an option for this particular installation. We would have broken tap after tap.

Photo 6 shows the deadlatch, which is one of the most important parts of the installation. There's that 1/4 by 20 drill tap **(photo 7)**. We will use it for the rest of the installation. It is a very useful

Scan the QR code or visit https://www.youtube.com/watch?v=sAm8EoE94Cw to watch a video of this installation.

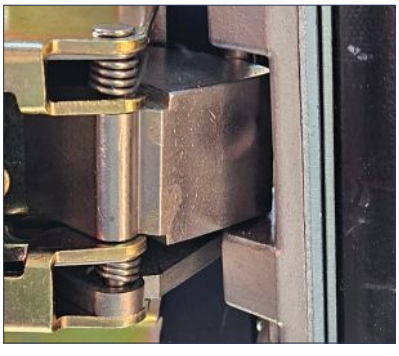
» 1. Marks USA 9900 exit device, ready for installation

» 2. Metal gate, ready for the installation

» 3. Measure and center

» 4. Drilling for the latch, frame side

» 5. Latch installed on thick steel

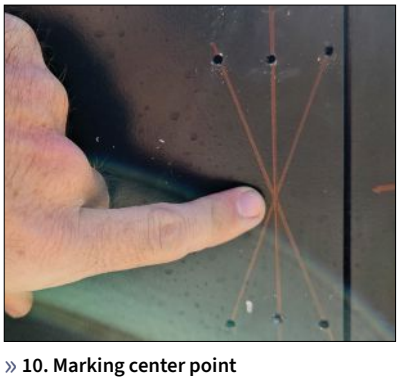


» 6. Deadlatch

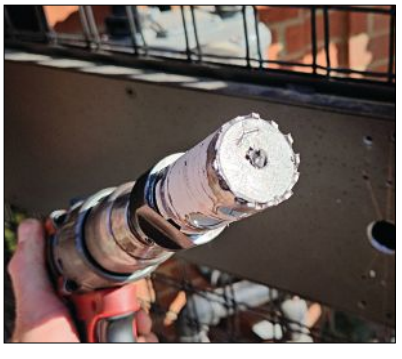
» 7. One quarter by 20 drill tap

» 8. Two self-tapping screws hold exit device in place

» 9. Use included screws to attach



» 10. Marking center point



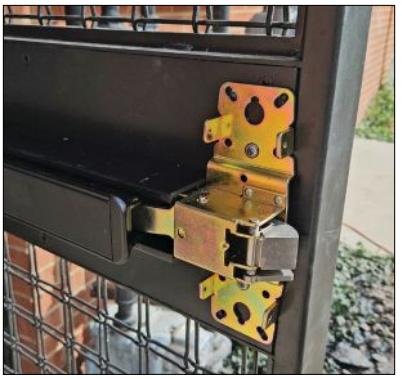
» 11. Hole saw drills for mortise rim cylinder

» 12. Mortise rim cylinder mounting screws

» 13. Pole mount, outside

» 14. Leave tailpiece in, then cut

» 15. Cut tailpiece with angle grinder



» 16. Mount exit device

tool. It just doesn't work well on thick steel. The plate that we were mounting the deadlatch onto is quite a bit thinner and that's why we were able to utilize it.

We did use two self-tapping screws to hold the exit device in place, then we came back and drilled out the 1/4 by 20 holes to use the existing screws that come with the exit device, which is highly recommended.

Next, I'm drilling and tapping all of those holes. The four mounting holes are going to be the most important. I found that using the extension also does help absorb impact so that it doesn't break quite as easily. It's very efficient and a great tool to have. But be aware that they can break. I turned the setting on my impact driver way down.

In **photo 10**, I'm drawing a line between the top and bottom and the four mounting screws that we just added. That will give me a center location to use an inch-and-a-half hole saw to drill a hole all the way through the gate and allow us to mount the mortise rim cylinder on the outside. You could use the template, but I've gotten in the habit of using this method, and it works for me.

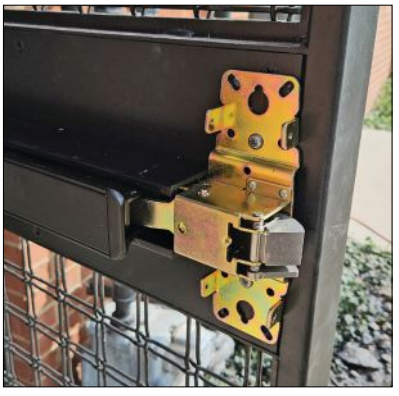
I wanted to take just a second and talk a little bit more about how to line up your mortise rim cylinder that would go into the pull trim or whatever kind of exit trim you have. When you're drawing your centerline, this has to be on the tailpiece's center, not on the cylinder's center. When I'm taking the holesaw, I'm taking into account that offset, and that offset is usually just below the drill bit. You are a little more than ¼ inch above the actual centerline and that coincides with the center line of the cylinder. Then the center line of the cylinder actually brings the tailpiece right where it needs to be.

The bottom line is that you are on tailpiece centerline, not cylinder centerline. If you drill for centerline, then you'll have to move your entire mounting down about a quarter of an inch. If you install the exit device and you are not on centerline, it's not going to work very smoothly.

Now I've got the drill and the hole saw all put together and am ready to drill into the gate. Once you have the pilot bit in the external portion, you simply drill right through to the other side for a nice, clean hole. These Milwaukee hole saws seem to do very well and stay extremely sharp for a long time. I really like the way they perform. **Photo 11** shows the plug that will come out of the gate.

We're going to be using a mortise rim cylinder that's also the other part number for the Marks pull device on the outside. It gives people a handle to pull. **Photo 12** shows the mortise rim cylinder mounting screws. These had to be cut down. I like cutting them off with the angle grinder. There are segments or sections that are not threaded on that

» 17. Installing back mounting plate



» 18. Back piece, other end of exit device

» 19. Screws mounted on head of device

» 20. Strike plate mounted

» 21. Deadlatch engages

» 22. Installed and tested

bolt to give you a clear line, so you know exactly where to cut.

Photo 13 shows that pull mount, mounted on the outside.

Next, we're mounting the backplate. These are the screws that hold that rim cylinder in place. I prefer to leave the whole tailpiece installed as it is from the factory and then take a measurement. It's a lot easier to cut that once it's installed. You don't have to have two hands. I used the angle grinder to cut that tailpiece down to size so that it doesn't protrude too far into the Marks M990.

Now we are going to test-fit the exit device and make sure that it's engaging. We're going to put the exit device back onto the gate, drilling and tapping the two holes for the self-tapping screws to hold that pull the trim plate in place.

It's time to make final adjustments and move that plate up just a little bit and then remount the exit device on top of it. Getting the tailpiece to actually go into the exit device can be challenging in some cases. Then we install the mounting screws for the exit device itself.

I would like to address some security issues. This is what was specified for this job. I notified the customer that an exit device with an open gate like this one might not be the most secure option. However, that is what the fire department had required for this application.

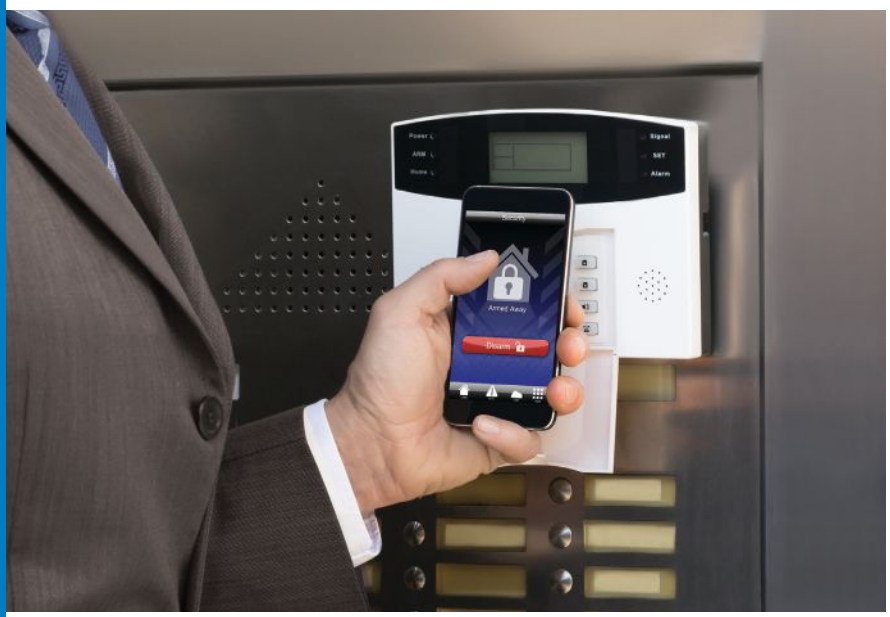
Again, we're drilling and tapping the two holes for the back mounting plate. I did have one of those taps break. It can happen and, if it does, you need to know how to fix it. We were able to tap that with a drill bit. It was able to punch right through and basically collapse it and let it fall inside the gate. Even though they sometimes break, these taps do come in handy and they are very convenient.

Now we have attached the end cap on the exit device.

We used the factory mounting screws, the 1/4 by 20 screws that come with the M99 exit device. The back piece gets mounted on the other end of the exit device. Two screws are mounted on each side. The strike piece is mounted on the side of the frame. You need a flat screw that doesn't stick up at all in that middle portion so that it isn't affected by the exit device latch.

The Marks M99 is a fantastic exit device and I highly recommend it. It is my go-to choice. It fits on a Von Duprin 99 footprint so the holes will drill and match up the same, along with the tailpiece. Everything works extremely well. For more information, visit https://www.marksusa.com/products/exit-devices-door-closers/

Wayne Winton is the owner of Tri-County Locksmith Services, located in Glenwood Springs, Colorado. For more information, check out Wayne'slockshop.com and lockreference.com.



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» The phone as a credential for access control is growing across many verticals

Mobile Credential Culture

Driven by increased demand from higher education, commercial and multifamily verticals, the phone is becoming the credential of choice

BY PAUL RAGUSA

For students heading off the college this past September, a larger percentage than ever used their phone as a credential to get into their dorm building and room, in addition to other buildings within the vast campus system. This transformation across college and university campuses is being led in part by the mobile credential culture created by this current generation Alpha that has no recollection of life before cell phones.

Add to that the mass adoption of electronic access control – including smart locks, cloud-based systems and mobile access solutions within the multifamily, commercial real estate, retail and corporate spaces – and the phone is quickly becoming the credential of choice.

While physical ID is still prevalent within the access control industry, mobile access credentials are gaining ground, with 39% (up from 32% in 2022) now actively using mobile identities, according to the latest research from a 2024 State of Physical Access Control (PAC) Report, produced by IFSEC Global in partnership with HID, which surveyed more than 1,200 security professionals.

Looking forward, security professionals state that nearly 80% of organizations will deploy mobile IDs within the next five years while industry partners are even more optimistic in their outlook, stating that 94% of their customers will have deployed mobile IDs by 2029, according HID's 2024 State of the Security and Identity Report.

Diving deeper into the PAC report, respondents named touchless/contactless solutions (48%) and mobile access (44%) as the two largest trends shaping the wider access control industry. And technology research company Omdia estimates that nearly 50 million mobile credentials were downloaded globally in 2022 and that revenue from the sales of mobile credentials will grow at a 39.8% CAGR rate from 2022 until 2027.

Mobile Credential Culture

For physical access control, mobile credentials are not only more convenient – and unquestionably the biggest driver for organizations upgrading their systems in the report – but they also enable digital IDs to be stored within a digital wallet. For example, credentials in digital wallets such as Apple Wallet or Google Wallet enable smartphone and smart watch users to access a building, log on to their own workstation even print documents, rather than relying on a plastic card. The same technology is also being increasingly used for student ID cards as well as for hotel guests. When or where an employee badge is used, it is never shared or stored with either Apple or Google servers, helping to ensure privacy to the end user.

"Generation Z and Generation Alpha are set to significantly influence the demand and adoption of digital and mobile credentials," says Stephenie Haldane, Vice President, End User Business Development, HID. "As these tech-savvy individuals transition from university to the workforce, their expectation for convenience and seamless

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Years: 2015-2020

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OE# 164-R8333
Applications: Ford F-Series 250/350 SD, F-Series 450/550
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Applications: Ford F-Series 150
Years: 2021+

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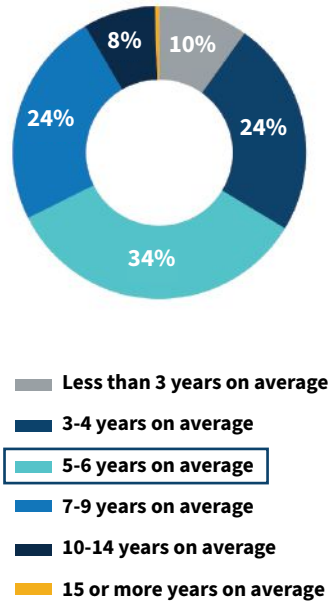
integration into everyday activities is already being recognized by competitive industries. These industries are making advanced access control solutions a key part of their recruitment process, highlighting the need for organizations to innovate and adapt their access control strategies to ensure both security and user satisfaction in an increasingly digital world."

Access Control System Replacement Cycle



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» In the next two years, more than three-fourths of key decision makers at MDUs report that they plan on upgrading or replacing electronic access control solutions.

Looking closer at the numbers, in addition to 39% of companies now actively use mobile identities, the same number also use biometric technology, whether that's fingerprint, facial or iris recognition for access control (up from 30% in our previous report).

"Typically, most people in offices now use a smartphone and for them it's very natural to use it for access control instead of physical cards because there are less things for them to carry," explains Sanjit Bardhan, HID's Vice President and Head of Mobile. "It's strange for people to use a mobile phone for everything else in a building and yet to have to use a physical card for access control."

Bardhan astutely points out that using mobile credentials enables organizations, across most vertical businesses, to offer additional functionality to users. "Increasingly we are seeing companies combining physical access control with a more 'digital experience' via mobile," he says, noting that there is a "use-case explosion," as mobile credentials fulfill such needs seamlessly and with significantly improved user-experience.

Further, mobile access is now being used by organizations to achieve far better business outcomes due to various use-cases and services being addressed via a single platform and device. For example, in commercial real estate, real-estate companies are able to differentiate themselves from competitors and charge more rent too due to these value-added services.

Regarding cost, Bardhan says there is very little difference between using physical ID cards and mobile access, except that mobile access has the capability of providing a lot more value for a similar cost. "All of the readers we have sold for the last five to seven years support mobile access and can be configured for the specific mobile customer key," he explains. "For installers there is no additional work."

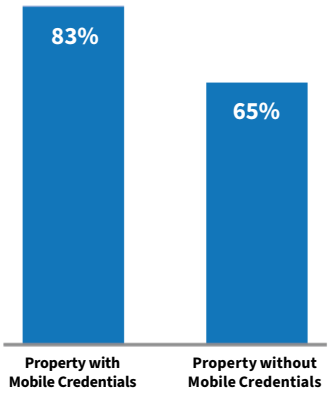
When it comes to installing physical access control systems, not surprisingly, it seems that ease of use is the number one priority. Asked to name the three biggest challenges they face on a day-to-day basis, the largest number of those surveyed responded 'improving user convenience' (47%), followed by 'making physical access administration easier' (41%).

Multifamily Boon Continues

Whether it is retrofitting existing properties or making these smart systems a part of any new construction project, the multifamily vertical is undoubtably leveraging electronic access control and mobile credentials, as tenants are coming to expect these conveniences. In fact, nearly 90% of multi-dwelling unit (MDU) owners and operators in the U.S. are planning to deploy, upgrade, or replace a smart building solution in the next 12 months, according to the latest Parks Associates research.

Satisfaction with Property

% Rating Satisfaction 5-7 on 7pt Scale



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» Tenants have come to expect convenience and ease of use when it comes to access control.

"Several years of high interest rates led to a lull in new construction, but many MDU operators realized new technologies are essential," says Elizabeth Parks, President and CMO, Parks Associates. "Adoption of tech is becoming increasingly prominent in retrofits, and many systems added during the pandemic are now due for an upgrade. The market is primed for a new wave of investments, especially with the Federal Reserve cutting rates now and planning to do more in 2025."

The research firm estimates adoption of both electronic access control systems and smart door locks is high, including:

- 70% of multifamily companies have an access control system on at least one property; 50% of those with systems report having one in their newest property
- 70% have smart door locks on at least one property
- 92% report having an intercom or callbox in at least one property

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"Companies have found success with their access control system rollouts, reporting high satisfaction from residents, efficiency gains for property staff, streamlined operations, reduced rates of crime and safety incidents, lower operating costs, as well as other benefits," she says, noting that the movement towards these new systems – and the shortening of access control replacement cycles – is being driven by several key factors:

- Efficiency gains
- Resident demand
- Enabling new capabilities for leasing agents.
- Addressing safety and security concerns: Parks Associates data finds that 53% of MDU residents in US internet households are far more concerned about the physical security of their home than they were 5 years ago.
- Package management
- Aging and broken systems:
- Rising costs of legacy infrastructure

Looking at the rise of mobile credentials and their role in the adoption of electronic access control and smart locks, Parks says she sees companies at different stages of their access control journeys.

"These companies have different preferences when it comes to features and functions, with companies at an earlier stage of their journey looking for smart door lock integration and mobile credential support and companies that have already moved to mobile credentials looking carefully towards video intercoms and guest management features for their next round of upgrades," she explains.

» **The continued rise in the use of the phone on campus for access control is a good indicator of things to come**

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Embracing Cloud-based Systems

In addition to increased adoption of smart building solutions, Parks Associates is seeing increased trust in the cloud and cloud-based systems, from access control to video to data analytics.

"Cloud-based systems have officially overtaken local ones, with higher adoption across main access control system components," says Parks. "Companies that have adopted electronic access control technologies are moving away from local-only systems with on-site servers, and towards cloud-based solutions. This enables new use cases such as self-guided tours, app-based mobile access for residents and staff, and easy entry for delivery drivers and other authorized third parties, among others."

The shift to the cloud also resolves the challenges local systems face – old and outdated servers that require regular maintenance and updates, the need for in-house expertise via dedicated IT or security teams, high maintenance costs with teams spending time and resources going to and from local sites, inefficiencies in managing user data and integrating with third-party systems, and less flexibility in scaling additional sites.

Looking at some of the reported benefits of adopting smart building solutions, Parks Associates' research shows properties report a 20% efficiency boost and 10% fewer maintenance requests after installing smart door locks and electronic access control systems.

Delving deeper into the technology that is being utilized, Parks reveals 24% of properties report having a smart building provider or aggregator for at least one of the properties they serve.

"Respondents report using an average of three smart building platforms throughout their portfolios," says Kristen Hanich, Research Director, Parks Associates. "This market is highly fragmented, far from settled, and competitors who can prove their value, ease of use, and positive customer support experiences can gain share across a company's property portfolio."

MDU owners and operators also report that smart building solutions have had a positive impact on tested metrics, including increasing operating efficiency and reducing operating costs, energy and water utility costs, and the number of safety or crime incidents across their portfolios.

"Companies are leveraging the experience they've gained in deploying the earlier generation of smart building technologies to create benchmarks for effectiveness," Hanich adds. "These benchmarks serve as guides for their future deployments."

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Going Touchless

Key components include low-energy door operators, motorized electronic latch retraction

BY EMILY PIKE

Touchless openings really took off in 2020-2021, spurred by the COVID-19 Pandemic, and centered on the healthcare industry. Hospitals, doctors' offices and senior living facilities were the first to recognize the value of touchless openings in preventing the spread of germs. Commercial and industrial buildings soon followed suit.

The most basic requirements are the door and its hinges and latches, something to move the door (a low-energy door operator or an automatic door operator) and something to trigger the opening. Depending on the traffic level and need for security, this could be a wave-to-open switch, a smartphone reader or other kind of touchless credential or an infrared sensor.

» Norton Rixson 4500 Series, adjust with Wi-Fi

Low-Energy Door Operators

The new Norton-Rixson 4500 Series is a compact, door-mounted, electromechanical low energy operator. An integrated RF receiver, universal push/pull arm, and WiFi user interface make this operator ideal for retrofit applications.

A major benefit is the ease of installation. Adjustments and programming are done via a WiFi user interface, meaning less or no need to climb a ladder while fine-tuning the equipment.

Norton -Rixson offers several models of WiFi-controlled low-energy door operators. In addition to the 4500 Series, the 5200 Series, 6300 Series, 6200 Series and 6000 Series offer this feature.

"With a Wi-Fi-enabled operator, we're not connecting to the Wi-Fi network like you might do with a wireless lock or with an IP camera, for example. We're creating a Wi-Fi hotspot from the operator itself and then connecting to it, using a phone, a tablet or a PC. It's got a little web server built in, and it allows you to configure all of the inputs and outputs and performance characteristics of the device that you would normally have to get up on a ladder and remove the cover to be able to program," explained Adam Dowden, business development manager, ASSA ABLOY.

Hager is again offering and manufacturing its 8300 low-energy powet operator and Record offers five models of low-energy swing door operators.

Motorized Electronic Latch Retraction

With motorized Electronic Latch Retraction (MELR) action of an electric motor retracts the latch bolt, enabling doors to open automatically without physical touch.

"Operated via motor, MELR not only protects spaces from unauthorized entry but also ensures door access systems are accessible to everyone, promoting a more inclusive environment. In the world of modern MELR systems, it's exciting to see

Low-Energy Door Operators
More info: https://www.nortonrixson.com/en/products/low-energy-operators/low-energy-operators/product-details-norp.aehpdp-4500-series-aeh_norton_954208

how door security has evolved to effortlessly blend practical functionality with user-friendly design," noted Lori Brown, senior product manager, ASSA ABLOY Access and Door Control Group.

SARGENT recently added the rugged 8200 Series Motorized Electric Latch Retraction (56-) mortise locks to its offering of door hardware solutions. Similarly, Corbin Russwin has added MELR to its ML2000 Series mortise lock.

To ensure immediate access in high-traffic locations, the locks deliver quick latch bolt retraction in just half a second with applied power. These locks are ideal for push-pull conditions, handicapped access, and are perfect for use with automatic operators to facilitate accessibility and ADA compliance.

SARGENT and Corbin Russwin MELR mortise locks also feature quiet, efficient operation with low power consumption.

Certified to ANSI/BHMA A156.13 Grade 1 and ANSI/BHMA A156.25 compliance standards for superior performance, the MELR mortise locks are also UL/cUL fire rated for 3-hour doors, and UL294/UCL60839-11-1 Listed and Windstorm Certified (refer to local codes).

Key accessibility features include optional Request to Exit functionality, adaptable designs for both in-swing and out-swing doors, and compatibility with any access control system. More info: www.sargentlock.com and www.corbinrusswin.com

One of the newest MELR products is the Command Access LPC190, billed as the first cylindrical lock to feature motorized latch retraction. The Command Access LPM190 offers similar power and flexibility in a mortise lock. Both models utilize a custom motor to maximize pulling force, lower surge, and allow for long wire runs and multiple locks on one power supply, ideal for handicap access, single-occupancy restrooms and automatic operators.

» **Command Access, cylindrical lock with MELR**

This new lock is an ideal solution for push/pull conditions, handicap access, single-occupancy restroom applications, and automatic operators where a panic device is unnecessary. It utilizes a custom CAT designed motor assembly to allow latch retraction and request-to-exit options, all within a standard 161 prep.

Motorized Electronic Latch Retraction
Watch a video of these new MELR products at www.youtube.com/watch?v=fCVbKpEL-qY&t=14s.

» Beyond classrooms, locker locks are a consideration for schools

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Winning A School Security Account

Ethics, warranties and budget considerations played important roles

BY NICHOLAS RICE

Running your own business brings things that make us happy, things that upset us and things that just annoy us to the hilt. One of those annoying things is cold-calling, both receiving and making. It's kind of a catch-22. We hate to receive marketing cold calls, but it becomes a very useful tool for us to acquire new customers. This is where our story begins.

But before we delve into that, who is your narrator for this story? My name is Nicholas Rice, a locksmith of 12 years as of this writing. Most of my experience to date has been institutional work. In 2022 I opened my own business, doing dual employment, still with my hospital as an income anchor while I build the business.

Back to my story. I was working on some of my auxiliary services, in this case visitor tracking by Threshold Security (TS). TS has some amazing products from simple log books, hall passes, sign out cards, and customized visitor passes that self-expire with a large VOID that bleeds through overnight. The particular product I was selling this day was their digital visitor kiosk/software, that scans a visitor's driver's license or ID card and makes them a self-expiring badge. This stops visitors from using yesterday's name badge today.

I called a small local school district and spoke with the secretary gatekeeper to find out if the superintendent would be receptive to a marketing cold call. To my surprise, the gatekeeper transferred me directly to the superintendent. From here I knew I had but moments to either make a good impression or get disconnected. So I quickly decided upon an apology! After a quick introduction, I apologized for making an 'unwanted cold marketing call for something you probably don't want, but would you like to hear about it anyway?'

After a brief pause, the superintendent laughed and said she would be happy to hear about it, citing that she cannot decline a product that she doesn't know about. We set an appointment for later that day after the students had left.

During our meeting, I showed the superintendent the visitor tracking products we could offer to improve school security, and she was interested. Afterwards, we took a walk around the high school, where we talked about other services we might deal with: lockers, keys, classroom locks, etc.

It was here when the superintendent told me she was currently in talks with a hardware supplier to supply new door locks on her classrooms and didn't know if that was 'too big a job.' I inquired about what she was being quoted and if she cared for a competing quote. The classrooms currently use a Sargent Integra 7600 'mini' mortise lock, with knobs on a Russwin keyway.

As it turns out the door company was quoting, in my opinion, woefully inadequate hardware: Big Brand Grade 2 classroom function, non-lockable from inside the classroom, masterkeyed Schlage C.

The issue was the school wanted several things that I, as a security professional, realized didn't meet their functional needs. Yes it meets the legal requirements, but that is the lowest level we should focus on. The school wanted:

1. Works with their existing master.
2. ADA compliant
3. lockable and unlockable choice from inside classroom.
4. Indicators
5. Fast and easy emergency locking

Well, the Big Brand locks quoted only did #2. That's the problem; it only met one of their five wants. I wanted to show how they could get all their needs, and many of their wants met.

A good friend and colleague told me many years ago, we are not just tradesmen, but educators in our trade. We need to make sure our customer understands the 'Why' of what we are offering. Because the superintendent already had some ideas of what she wanted, I knew I would have to educate this educator on some details, such as why she should hire a locksmith, why my hardware suggestion is better than the other and why brand and warranty is important.

> "With high enough quality, you are less likely to need to replace hardware"

I realized that this school, having less than 100 students, would have budgetary constraints that larger schools wouldn't. I knew my prices would exceed the door company just supplying them, especially as I was offering to install, not just supply. My go-to brand for cylinder lockets has always been Marks, but I wanted to give options.

I offered the school these three options:

Option 1: Schlage ND Classroom Intruder with Indicator Trim: $1300 per door, which I knew was out of their budget, but I wanted to set a ceiling for continued talks.

Option 2: Marks 195DB Classroom Intruder: About $400 per door. Has no indicator but lockable from inside by key.

Option 3: Marks 175AB Entry: About $200 per door, doesn't have an indicator, but easy to lock from inside with thumb turn. But I discovered a monkey on this.

As said above, quality and warranty are very important. With high enough quality, you are less likely to need to replace hardware, and a good warranty means if something fails out of the ordinary, you want it covered. One thing I love about Marks USA is their lifetime mechanical warranty. So I sat down to talk about quality, function, warranty, and prices with the superintendent.

Option 1 was tossed almost as quick as she laid eyes upon it; then we discussed options 2 and 3. The superintendent opted for option 3 because of cost constraints. I felt confident in this hardware, having used Marks hardware for many years. And due to the very low number of students, I calculated the much lower level of abuse they could inflict.

This is where my Monkey comment comes into play. I know Marks warranty from discussions over the years; however, I had never read it fully (it's short), nor had I noticed a note at the very bottom. "Additionally, the company will not warranty ANS A156.2 Grade 2 lever product installed in education facilities and student housing."

Well this is when my ego hit me in my gut. I had touted their lifetime warranty, so should something fail, there is a very low likelihood that they would have to shell out more funds in the future. So now I was stuck with an ethical dilemma: risk my contract and let them know or not. After a weekend of prayerful thought, I decided I would come clean with my customer. As Dave Ramsey has said, "Never come into my office and leave your monkey," and what a monkey did I have. So I came up with five options to solve this Monkey

1. Install the Grade 2, and IF a warranty issue comes up, I obfuscate where they are installed.
2. Install the Grade 2, and IF a warranty issue comes up, I eat the cost for life.
3. We can change up to a Grade 1 Marks, raise the price by just cost difference.
4. We switch to a brand I have never used that is Grade 1 and has alright reviews, and I eat the price difference.
5. They can cancel due to feeling I have 'bait and switched' them.

After discussion, the superintendent tossed out number five on the spot, and any trust issue was removed by me being honest about my mistake. The Superintendent opted for option 4, so we switched up for LSDA 5000 Lever sets, entry function. For those unfamiliar, LSDA is a house brand for IDN Hardware, and the warranty as given to me is: "If it breaks call, we'll make it right." So, I felt it was a good compromise to the Marks 195 I would have sold in option three.

Part 2 of this article will cover the installation.

Nicholas Rice owns Nick's Lock and Key, serving Battle Creek, Marshall and Coldwater in southwest Michigan.

Automotive Training Opportunities

» 2025 Audi RS

Automotive locksmithing has entered a new, high-tech era. No longer are locksmiths making a living by purchasing a few basic tools, unlocking cars and duplicating keys. In today's world of sophisticated electronics and pricey equipment, locksmiths need specialized training. Here are some options in the coming months. Please note that pre-registration (and often pre-payment) are required.

Check with your local distributor and the manufacturers of your equipment for additional opportunities.

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2025 Trade Shows

March 12-14: 2025 Locksmith Pro Expo

Sponsored by Key Innovations and UHS Hardware, the 2025 Locksmith Pro Expo will be held March 12-14 at the Sheraton Dallas-Fort Worth Airport in Dallas. The show will include two days of education on March 12 and 13, followed by the March 14 tradeshow.

Registration open at https://bit.ly/3YLEPH5

April 5: American Key Supply 3rd Annual Trade Show and Locksmith Swap Meet

This event, which is not exclusively for automotive but definitely will include auto prodcuts, is scheduled for April 5 in Las Vegas.

More info: https://akslink.com/2568

May 14-18: IAAL 2025 Auto Lock Show

From the International Association of Automotive Locksmiths: Rev up your engines and zoom over to Cedar Rapids, Iowa, on May 14-18, 2025, for the ultimate car locksmith and security shindig! Get ready to revamp your skills with a lineup of automotive locksmith classes from rookie to pro level.

Whether you're a rookie or a seasoned pro, this event is your pit stop for growth. Rub shoulders with industry gurus, mingle with fellow locksmiths, and stay on the fast track in the world of car locksmithing.Three full days of education will be taught by the best in the business. The show will also include a Friday evening Expo with Kickoff Party and Saturday Expo with lunch on the Expo Floor. Stay tuned for more information at https://www.aloa.org/iaal/iaal-home.html

Texas Locksmiths Association NASTF Statement

Editor's note: The following statement was released by the Texas Locksmiths Association (TLA) after a town hall National Automotive Service Task Force (NASTF) session during the TLA's 60th annual convention. NASTF's Scan Tool Validation Program has taken effect, making registration required to get key information from auto dealers via NASTF. Watch at https://fb.watch/v3c9KwFgsC.

Following the NASTF Town Hall meeting at the 2024 Texas Locksmith Association (TLA) Convention, we feel it necessary to publicly address our position on several matters of concern. After careful deliberation, the Texas Locksmith Association has decided it can no longer support the National Automotive Service Task Force (NASTF).

The reasons for this decision are outlined below, but are not limited to only the following:

1. **Antitrust Concerns.** The TLA finds that the NASTF Scantool Validation Program is trade-restrictive and raises potential concerns regarding violations of antitrust laws. This program could stifle competition within the automotive Locksmithing industry by limiting access and imposing barriers to innovation.
2. **Lack of Consideration for Industry Concerns.** NASTF has repeatedly demonstrated a lack of alignment with the core concerns of our industry. Their focus appears to be driven more by revenue-generating initiatives than addressing the needs of Locksmiths and other professionals within the sector. This misalignment is troubling and counterproductive for the automotive Locksmithing community.
3. **Retaliatory Regulation Tactics.** The TLA has witnessed instances of retaliatory regulation tactics employed by NASTF in attempts to suppress opposition. This behavior is inconsistent with the cooperative and collaborative environment we expect from organizations that serve the Locksmithing community.
4. **Unfair Representation in Board of Directors.** The current NASTF board of directors' election process does not provide fair representation. The original bylaws governing the board were created under NASTF's original mission and are not reflective of its current Service Data Release Model (SDRM) responsibilities. Since SDRM affects predominantly Locksmiths, the TLA believes it is essential that Locksmiths have greater representation in board decisions.
5. **Failure to Design Access Levels.** NASTF has failed to design a system that properly designates levels of access. This flaw allows individual groups like body shops, repossession companies, etc., in states that require licensing, such as Texas, to bypass the required training and licensing requirements while gaining access to key codes. Their access should only be limited to immobilizer authorization. This undermines state licensing regulations and devalues the certification process.
6. **Detriment to Innovation.** The NASTF Scantool Validation Program is likely to harm innovation in the automotive Locksmithing industry. By limiting the customer base and creating barriers for companies to recoup their research and development costs, the program may stifle technological advancement and hinder the growth of small businesses in our field.
7. **Waiving of Legal Rights During Appeals.** The NASTF bylaws include provisions that require participants to waive certain legal rights during the appeal process. We believe this is unfair and does not provide sufficient due process for those affected by their decisions.

In light of these concerns, the Texas Locksmith Association cannot in good conscience continue to support NASTF in its current state. We encourage the organization to reconsider its direction and policies to better align with the interests of Locksmiths and the broader automotive industry.

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» Redesigned for 2025, BMW M440i

Keyline TV

Check out Keyline USA's videos for training and tips on using their key machines. Keyline Gymkana 994 videos include:

- Decode and cut Honda and Mazda keys
- Cut by code of Audi key. Decode and cut of Volkswagen key.
- Gymkana 994 overview

Keyline USA's extensive library of videos on all their key machines and transponder program can be vired at Keyline TV, www.keyline-usa.com/en_US/keyline-tv, or on Keyline's YouTube Channel.

American Key Supply Locksmith Academy

American Key Supply's Locksmith Academy has set 2025 dates for some its popular classes at its Las Vegas headquarters.

Classes and dates for 2025 include:

- **Hands-On Lishi Training**, Feb. 27, May 1, June 5, Sept. 25, Oct. 9 and Oct. 23.
- **Auto Locksmithing for Beginners**, Feb. 28-March 1 and Sept. 27-27
- **Soldering & EEPROM**, March 21-22
- **Auto Locksmith Training Blitz**, April 3-5 and Sept. 26-27
- **IM608/AutoProPAD/J2534**, May 2-3
- **Jaguar/Land Rover Locksmithing**, May 16-17
- **Automotive Locksmith Company Ownership Growth & Success**, June 6-7
- **Mercedes & BMW Locksmithing**, Aug. 22-23
- **Motorcycle Locksmithing**, Oct. 10-11
- **VW/Audi Locksmithing**, Oct. 24-25
- **Advanced Troubleshooting & J2534 Module Programming for Automotive Locksmiths**, TBD

More info: americankeysupply.com/education

UHS Hardware On-Demand Courses

The following recorded, on-demand training sessions can be purchased from UHS Hardware. For more information, visit www.uhs-hardware.com/collections/online-education

Auto 101 - Complete Automotive Locksmith Course

This class is designed to give a detailed overview of the Automotive Locksmithing process from start to finish using a variety of key cutting and programming tools like the Xhorse Dolphin XP-005, Xhorse Key Tool Max and KeyTool Plus, Autel IM508, KEYDIY KD-X2, and more.

Automatic Edge-Cut and High-Security Lishi

This self-paced course is made up of a series of lessons designed to familiarize participants with the anatomy and use of edge-cut and high-security Lishi tools.

The course can be completed in 3-4 days but you will have unlimited access to the materials.

Toyota System 2019+ Key Programming With Autel, Lonsdor & Key Tool Plus Course

This class is designed to give a detailed overview of the 2019+ New Toyota System Key Programming on a variety of different models using a few different programming machines. You will be covering adding a key using a dealer code, another key or an emulator in all keys lost situation.

BMW Key Programming Using Xhorse Key Tool Plus

This class is designed to give a detailed overview of the BMW Key Programming on a wide variety of different models using VVDI Key Tool PLUS Tablet - All In One Key Tool. You will be covering a few different systems like EWS, CAS, ISN and FEM/BDC. Depending on the model and year BMW you are working on you will run one of these systems. Learning how read them, unlock them and add keys to them whether through soldering or the use of adapters will allow you work on a multitude of models starting from the first EWS System in 1993 to modern CAS 4/4+ today.

Automotive EEPROM And Advanced Key Programming

This EEPROM course teaches locksmiths key programming and immobilizer bypass for modern vehicles. Through video lectures and demonstrations, students learn to use a wide range of tools and software like the VVDI Key Tool PLUS Tablet, Xhorse VVDI PROG, TANGO, and VVDI Mini PROG to read immobilizer data from vehicle ECUs and program transponder keys.

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Paxton Tech Tour Receives 4.9 Stars Top Rating

GREENVILLE, SC — Security installers across the United States have attended Paxton's Tech Tour during September. The events have received exceptional feedback from security professionals, with a rating of 4.9 out of 5 stars.

Kyle McGaughey from PLE Security said: "A very informative training course for those who aren't familiar with all the products Paxton has to offer. It also touches on a complete system integration."

Gary Schellhas from IMS Technology Services said: "Great training. Good balance of material and hands on."

Clint Vonderhaar from Robinson Communication Services described Paxton Tech Tour: 'Excellent training'.

The Paxton Tech Tour is a free half-day commercial and technical experience that gives security installers and integrators an opportunity to see live product demos and get hands-on experience with our extensive product line.

Paxton is continuing to host sessions at ADI branches across the US throughout 2024 and 2025. For dates and free tickets, visit https://www.paxton-access.com/us/tech-tour/.

» Hands-on learning at Paxton Tech Tour

Gareth O'Hara, Paxton's Chief Sales Officer, said: "The Paxton Tech Tour is a great opportunity to spend time with installers so we can further understand their individual needs. The goal is for people to experience the benefits and simplicity of working with Paxton and our products.

"The sessions so far have been a lot of fun. We look forward to meeting even more installers over the coming months."

The Paxton Tech Tour showcases all of Paxton's award-winning security products, including Paxton10-an access control and video management system; PaxLock-smart wireless door handles; and Entry – a video intercom system, as well as their flagship system, Net2.

» Paxton Tech Tour continues into 2025

Additionally, installers get an overview of the brand-new video intercom mobile app, Paxton Entry, that launched in early October 2024.

Every attendee receives $765 MSRP of Net2 Pro software for free and an exclusive gift worth over $50 – just for attending. They also gain access to exclusive heavily discounted demo equipment (up to 80% off MSRP) to showcase how Paxton products can fulfill a multitude of customer requirements and increase the chances of winning more business with new and existing customers.

As an extra bonus, installers who complete a feedback survey will be entered into a monthly contest for a chance to win a SONOS soundbar or a Samsung projector, and every security installation company that attends receives 100 Paxton Rewards points.

» Education at Paxton Tech Tour

O'Hara explains: "Being part of Paxton Rewards unlocks benefits, such as a listing on our website, which thousands of end-users visit every month. The points earned can also be redeemed for Amazon gift cards, branded merchandise, Paxton products, or demonstration equipment."

Centrios Makes Canadian Debut

» TORONTO, ONTARIO — Centrios, a new brand from ASSA ABLOY, makes its Canadian debut at Security Canada, the Canadian Security Association's tradeshow, Oct. 23-34 in Toronto.

The new access control platform, comprised of an intuitive and easy-to-use mobile app, web interface, locks, and readers, was developed to address the needs of the small business market. With Centrios, business operators can quickly and intuitively manage scheduled access and retrieve access reporting for employees and visitors across multiple physical sites from their phone or a PC. Systems users can effortlessly unlock or lock doors with a touch of their phone to a Centrios lock or smart reader.

Centrios is a free system that offers businesses an upgrade path to enhanced features and capacities, such as the number of users, door devices, or scheduling capabilities. Designed with channel partners and end-users in mind, the Free Plan includes management of up to 5 openings, 24/7 access for up to 10 users, and reporting features. The Select Plan enables up to 20 openings, 100 individuals, and custom scheduling and reporting. Neither plan requires a long-term commitment, and a system can be set up in seconds, 24 hours a day. The Centrios solution also features comprehensive 24/7 North America-based customer support resources and a 2-year electronics warranty.

» **Centrios makes Canadian debut**

"We're excited to take this first step into the Canadian market, and we'll be there to listen and learn," explains Bryan Lieberman, Centrios General Manager. "Centrios is deeply appreciative of the partners and customers who make us successful. By continuing to meet with members of the Canadian security community, we'll learn even more about unique requirements in terms of platform, product, and partnership to even better position Centrios as the preferred access management platform for small businesses in North America."

Centrios also connects end-users with locksmiths, integrators, and security professionals through the Centrios Partner Program. This program offers partners valuable training content, end user leads, and the ability to manage their own details for representation on the Centrios where-to-buy finder.

"Centrios is more than a lock, more than a smart reader, and more than an app," Lieberman explains. "It's a business designed from the ground up to serve the access needs of small and growing businesses. With this as our mission, we provide small businesses greater freedom and more time to focus on the activities that are important to them, especially our channel partners when it comes to growing and diversifying their businesses."

The Centrios platform, products, and services will be available for purchase in Canada

Learn more at centrios.com.

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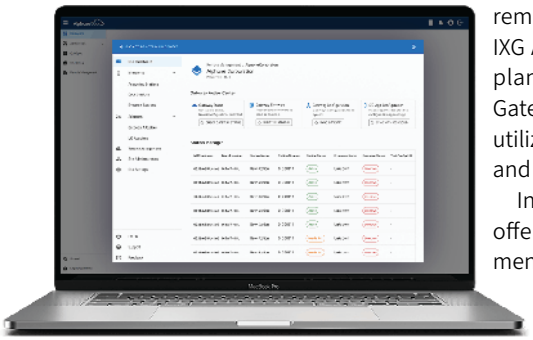

» AiphoneCloud interface

AiphoneCloud Remote Management

» Aiphone has introduced its AiphoneCloud platform that offers IP intercom management for security integration professionals.

"We're excited to introduce AiphoneCloud, a platform designed to simplify the work of security integration professionals," said Sean Peterson, Director of Product, Marketing, and Support at Aiphone. "We are committed to continuing the integration and expansion of our offerings and services on the platform to provide our customers with the tools they need to excel in their roles."

Simplify Your Security Projects. AiphoneCloud introduces a suite of tools designed to simplify security system management and increase operational efficiency. With Remote Management, security professionals can configure, monitor, and troubleshoot Aiphone IP intercom systems from anywhere at any time.

Additionally, AiphoneCloud's on-demand system design tool, QuikSpec, enables security integrators to create customized solutions tailored to their clients' unique needs. The platform streamlines subscription management, providing a centralized hub for activation and renewal of services.

Upgrade Building Access with the New Telephone Entry Kit. The new telephone entry kit simplifies installation by combining key components into a single box set, including an IXG-DM7-HIDA entrance panel, an IXGW-TGW Cloud Gateway, and a SIM card. This kit allows users to communicate and unlock doors remotely via telephone keypad or the IXG App. By activating the cellular data plan on AiphoneCloud for the Cloud Gateway, security integrators can begin utilizing remote management to service and support their clients' systems.

In addition to AiphoneCloud, Aiphone offers AC Nio access control management software, an intuitive and scalable access management solution for medium-sized businesses seeking enterprise-level features and benefits. Pair with any Aiphone intercom solution for an added layer of protection and control.

More info: www.aiphone.com

ecobee Expands Through Integration with Yale and August

» TORONTO — ecobee delivers a smarter home with new smart lock integration with leading smart lock brands Yale and August. ecobee Smart Security customers in the United States and Canada no longer need to worry about forgetting to lock their door when linking Wi-Fi-enabled smart locks from Yale and August to their ecobee account. In addition to locking and unlocking their front door from anywhere, customers can now control their smart lock directly from Live View of their ecobee Smart Doorbell Camera in the ecobee app. For added convenience, users can get notified when guests arrive, greet them using two-way talk, and let them in from the ecobee app.

By integrating Wi-Fi-enabled smart locks from Yale and August, ecobee Smart Security users can now automatically lock their home when they leave and arm their security system from anywhere for total peace of mind. In the ecobee app, users can arm and disarm their home with one tap, see the lock status at-a-glance on the home screen, and let guests in from anywhere.

"We're excited to expand the capabilities of our Smart Security solution to support Yale and August smart locks," said Greg Fyke, CEO of ecobee. "When combined with our smart thermostats, we provide a unique and compelling whole home solution for energy management and security that works seamlessly together, delivering comfort and peace of mind."

ecobee Smart Security is a next-generation home monitoring system that gives users complete control of the home. It leverages ecobee's smart devices to help keep loved ones safe, and lower energy costs. This new integration further enhances ecobee Smart Security by providing smart lock technology to better protect homes and families.

"We're proud to partner with ecobee to deliver an enhanced home security experience for ecobee customers," said Garrett Lovejoy, Vice President of Category Management at Fortune Brands

» ecobee partners with Yale and August

Innovations. "By bringing Yale and August smart locks together with ecobee Smart Security, we're combining two trusted names in smart home innovation to deliver both convenience and confidence to everyday security." Yale and August smart locks combine security with convenience, giving customers the flexibility to access their homes on their terms. They offer multiple key-free entry options, including keypads, fingerprint readers, and app controls, eliminating the need for traditional keys while providing security and peace of mind.

To learn more about ecobee's smart lock integration with Yale and August, visit: ecobee.com/smart-door-locks.

Allegion Acquires SOSS Door Hardware

» Allegion plc, through one of its subsidiaries, has acquired SOSS Door Hardware.

A manufacturer of premium hinges and door hardware, SOSS primarily sells its solutions in North American non-residential markets. Founded in 1903, the company invented the concealed hinge; today, its signature SOSS Invisible Hinge as well as fire-rated, heavy-duty, and other specialty hinges are popular across industrial, commercial, and institutional spaces.

SOSS will report to the Allegion Americas segment, led by Allegion Senior Vice President Dave Ilardi.

"SOSS is a pioneer with more than a century of manufacturing high-quality safety and security products, just like other leading Allegion brands," Ilardi said. "SOSS solutions complement our Ives, Glynn-Johnson, and Zero International door hardware, allowing us to specify and supply a broader portfolio to our customers and ultimately growing this core part of our business."

Terms of the transaction were not disclosed.

2024 SIA Women in Security Forum Scholarship winners

» The Security Industry Association (SIA) has named eight recipients for the 2024 SIA Women in Security Forum (WISF) Scholarship, a program developed by the SIA Women in Security Forum to further educational opportunities and promote advancement for the widest spectrum of people possible in the security industry.

In the 2024 scholarship program, open to employees of SIA member companies and SIA student members, each honoree will be awarded $7,500 to use toward continuing education and professional development courses, conferences or webinars, SIA program offerings, repayment of student loan debt, and/or other education or academic pursuits.

"Now in its fifth year, the Women in Security Forum Scholarship program continues to attract highly qualified and ambitious applicants who embody the successful future of the security industry," said Martha Entwistle, senior manager, corporate communications at Eagle Eye Networks and co-chair of the WISF AmplifiHER Subcommittee. "We are thrilled to award generous scholarships to eight outstanding individuals and look forward to the contributions they will make to the security industry in the coming years."

The 2024 winners for the SIA Women in Security Forum Scholarship are:

- Shannon Berry, legal affairs manager, i-PRO Americas
- Lindsay Cotten, customer success specialist, IoT and platform sales, Wesco
- Christin Kinman, end user sales consultant, Allegion
- Melissa Lesperance, corporate security director, Ilitch Holdings; student, Harvard University
- Gabrielle Martins Scotti, student, Oakland Community College
- Jillian Mulloy, student, Tufts University
- Carolina Restelli, regional marketing manager, Latin America, HID Global
- Lauren Yonis, global events manager, Acre Security

This program is made possible by the generous donations of SIA members and SIA member companies. SIA thanks the 2024 WISF Scholarship sponsors: Diamond Sponsor Axis Communications; Emerald Sponsors Allegion, Altronix, Genetec, and Security-Net; Ruby Sponsors Amazon, Boon Edam, Bosch, Brivo, Eagle Eye Networks, GSA Schedules Inc., HID, Intel, i-PRO, SAGE Integration, Securitas Technology, Windy City Wire, and Zenitel; and Sapphire Sponsors Imperial Capital and SecuritySpecifiers.

To learn more, visit www.securityindustry.org/professional-development/scholarships/sia-women-in-security-forum-scholarship-program/page.

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MVP Access Cloud-Hosted Access Control

» Napco's MVP Access platform is a cloud platform version of the top-line Continental Access CA4K Enterprise Access Control software, from the NAP division of Napco Security Technologies Inc. It supports the existing single-door (2100) and the eight/sixteen-door (2800) hardwired Access Control Panels and our the CA-2 two/four-door hardwired Access Control Panel.

It additionally supports Napco's entire line of wireless Networx and ArchiTech door locks and wireless single-door Netpanel. It is the only major brand of Cloud Access Control Software that offers native hardware support for both hardwired controllers and wireless locking from the same manufacturer. The MVP software offers easy access from all major browsers, with not only all of the enterprise access control features that Continental Access helped originate, but also features such as:

- Up & Running in a Few Quick EZ Steps; No on-premises PC or database required
- Support for New & Existing CI Panels (+ PIV/PIVI cardformat)
- Support of Alarm Lock Networx Locks & iLock Bluetooth App
- Lockdown and Threat Level Management & In-List
- SMS Text & Email Alerts–Ideal Emergency Notifications
- MVP Access App–Mobile credentialsw/geo-fencing, MFA & remote admin functions, e.g., restrictor open doors from anywhere (IOS & Android)
- Facility Map features to embed your floorplan
- New Video Integration - Video Intercoms & VMS (including custom hosting/configuration using your public IP)
- Integration with Visitor Management Systems
- Real-Time Events Viewing & Alarm Reporting to Central Stations (+ Threats, Lockdowns etc)
- Truly scalable support in one platform - Grows with requirements from several to thousands of users, and a few, to hundreds of doors of all kinds, using a wide variety door technology, controls and credentials
- Advanced Customization Options-Badge formats; operator response to alerts; event actions, using scripting & activity links & more
- Secure ACaaS using Napco NY Headquarters-Based UL-Listed Network Operations Center (NOC), SOC 2, Type 1 compliant cybersecurity/data protection (pending). Redundant Emergency Failover NOC in PA

Season 3 of ASSA ABLOY's Security Perspectives Debuts

» NEW HAVEN, CT — ASSA ABLOY Opening Solutions Americas has released Season 3 of the Security Perspectives Podcast. This season takes a new spin as the podcast brings exclusive content and interviews from ASSA ABLOY's Integrated Access Management and Security Summit (IAMSS) held in Park City, Utah, earlier this year. Hosted by Jeremy Saline, Senior Director of Business Development, each episode of Season 3 dives deep into the discussions and presentations delivered at the summit, offering valuable insights from leading security professionals representing various institutions and applications.

In Episode 1, Saline sits down with Steve Goodman, head of the Police and Security Department at Brigham Young University, and Todd Williams, Operations Manager for Integrated Security at the University of Pittsburgh. Together, they discuss classroom security, access control, lockdown procedures, and the unique challenges faced by their respective institutions.

"The guests and content featured this season provide our listeners with deeper awareness and resources than ever before," said Saline. "By bringing the IAMSS experience to the podcast community, we're offering higher education security professionals' industry best practices and trends to enhance security both inside and out."

Listeners can now tune in to all four episodes of Season 3 for similar insights.

Security Perspectives podcasts are available at www.assaabloydss.com/en/education-and-events/webinars/security-perspectives-podcast and on Apple Podcasts, Google Podcasts, and Spotify.

People in the News

» OXFORD, CT — Morse Watchmans, an industry leader in key control and asset management systems, has appointed Jordan Andrews as Sales Manager. Andrews will initially lead domestic sales operations and later expand his responsibilities to oversee the company's global sales efforts.

» **Jordan Andrews, Morse Watchmans**

"Jordan's appointment represents a significant step forward for Morse Watchmans. His proven track record and leadership experience in the security industry will enable us to strengthen our market presence and drive continued growth domestically and internationally," said Tim Purpura, Vice President of Global Sales and Marketing at Morse Watchmans.

Andrews brings extensive experience in sales management, business development, and strategic leadership within the security and information technology sectors. In his new role, he will focus on expanding Morse Watchmans' market share by leveraging his expertise in growing new business, strengthening customer relationships, and driving overall sales performance.

"Morse Watchmans has long been a pioneer in the key management space, and I'm excited to join them during such a pivotal time," said Andrews. "I look forward to working with the talented team here and contributing to the company's growth as we explore new opportunities domestically and abroad."

Visit www.morsewatchmans.com

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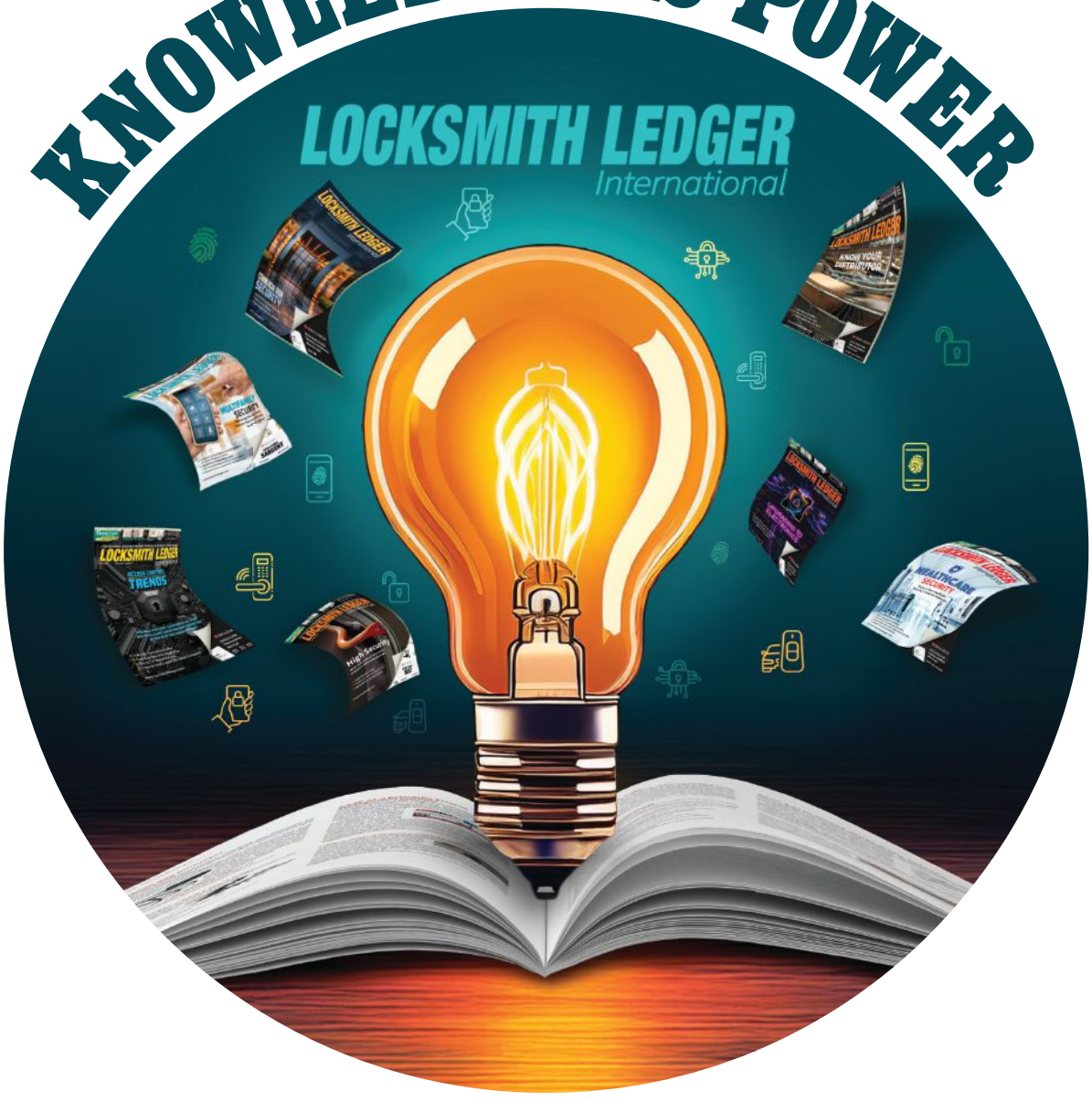

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Codelocks XtraD Gate Lock

Codelocks enhances its Gate Solutions by Codelocks range with the addition of the XtraD Heavy Duty Gate Lock. Codelocks' single point, bolt through, fixed gate lock is specifically designed for gates where a coded lock is the preferred method of entry for secured perimeters and outdoor areas. The XtraD Heavy Duty Gate Lock is a robust, durable access control solution designed to withstand the toughest conditions.

The XtraD Gate Lock is engineered to work with Codelocks' heavy duty CL500 and CL600 mechanical locks for basic access control, and the electronic CL5000 lock for enhanced flexibility with time-sensitive codes. These options make the XtraD Gate Lock suitable for a wide range of gated access control environments, including those with high traffic use and in corrosive environments.

More info: www.codelocks.us/gatesolution-xtradgatelock

» *Request information: www.locksmithledger.com/55235859*

KL1200 NetCode by Codelocks

Codelocks has added the KitLock by Codelocks KL1200 NetCode electronic locker lock to its KitLock range, to provide flexible, temporary access for heavy-duty, high-use environments where additional robustness is required. A new dual authorization feature adds an additional level of access control by requiring two valid User Codes or two valid NetCodes to be entered to grant access.

The KL1200 NetCode is available in a silver gray or black finish and can come with the optional Clean by Codelocks finish. This ISO certified photocatalytic coating offers enhanced protection against viruses, germs, and other environmental toxins – making it suitable for education facilities and healthcare environments.

More info: www.codelocks.us/kl1200-netcode

» *Request information: www.locksmithledger.com/55237539*

i-PRO Aero PTZ Cameras

i-PRO Co., Ltd. has added 19 new models to its Aero PTZ camera line featuring enhanced durability and edge AI processing. Built for extreme weather and environmental conditions, the new, heavy-duty Aero PTZ cameras support up to 4K resolution and feature AI-driven analytics.

With a zoom range of up to 40x, the shock-resistant, waterproof Aero PTZ cameras are IK10, MIL-STD-167-1A, and IP66/68 rated for uninterrupted video protection during extreme weather conditions.

More info: https://i-pro.com/products_and_solutions/us-en/surveillance/products/new-products/new-aero-ptz-ai-analytics

» *Request information: www.locksmithledger.com/55238808*

Paxton Entry

Paxton Access has launched its video intercom mobile app, Paxton Entry. Using the Paxton Entry app, users can answer video calls from their smartphone or tablet. With a simple screen tap, users can see and speak to visitors, and grant or deny access from anywhere in the world with an internet connection.

The Paxton Entry app requires a low-cost monthly user license fee, offering Paxton installers the opportunity to generate regular recurring revenue from new and existing Paxton intercom installations. Installers can manage multiple Paxton Entry app sites and users via the new myPaxton portal, a cloud-based platform.

More info: www.paxton-access.com

» *Request information: www.locksmithledger.com/55233747*

Viking Electronics E-32T-SS-IP intercom

Viking's E-32T-SS-IP is a reliable IP intercom designed for secure voice communication on SIP VoIP systems. It supports SIP over TLS and full SIPS, ensuring enhanced security and compatibility. The heavy-duty stainless-steel intercom features a built-in Web User Interface for easy programming and remote configuration via any web browser. The E-32T-SS-IP can dial programmable numbers, activate door strikes or gate controllers with its 2 Amp relay contacts, and uses PoE class 2 power. The blue LED flashes during dialing and remains lit when a call is answered, ensuring clear communication status.

More info: www.vikingelectronics.com

» *Request information: www.locksmithledger.com/55238806*

Kwikset Halo Select

Kwikset, an ASSA ABLOY Group Company, announced the upcoming launch of Halo Select, a smart door lock that offers both Wi-Fi and Matter built-in for homeowners seeking flexible, reliable, and integrated smart home security. Choose the connection method that suits you best, and easily switch if your smart home needs evolve.

By incorporating Matter over Thread, Halo Select integrates seamlessly with all compatible smart home platforms and devices. With Kwikset's in-app compatibility check and guided setup, the transition to Matter is also simple and stress-free.

Kwikset will also launch an NFC tap-to-unlock variant, Halo Select+, in early 2025, providing even more flexibility for homeowners.

More info: www.kwikset.com/halo-select

» *Request information: www.locksmithledger.com/55236939*

Lucky Line 20-Hook Locking Metal Key Cabinet

Lucky Line Products, Inc. released an additional 20-Hook Combination Locking Metal Key Cabinet to round out their key cabinet offering. Now available in five options, Lucky Line has a Locking Metal Key Cabinet for every need.

The new cabinet features a programmable, triple-tumbler combination lock to keep keys secure while providing easy access for authorized users. The cabinet also includes plastic key tags with rings and adhesive identification labels to catalog all your keys.

The newest Combination Locking Metal Key Cabinet, Item #62700, features 20 hooks and includes Plastic Tags, Giveaway Rings and Identification Labels as well as instructions to program the combination lock. The cabinet measures 6-1/4" (W) x 7-7/8" (H) x 2-7/8" (D). It is individually shrink-wrapped and available to order one/pack or six/case.

More info: luckyline.com

» *Request information: www.locksmithledger.com/55238791*

STI G3 Push Button

STI's new G3 push button features optional IP camera and 3-in-1 design. The camera incorporates an innovative design to help identify individuals interacting with the button and movements before and after button activation. Offered with labeling in multiple languages and can be configured as Key-to-Reset, Momentary, or Turn-to-Reset. A choice of covers (with or without sound) are available and provide protection to help prevent vandalism or accidental activation. A GF fire model is also available and designed specifically to complement fire alarm systems. It includes a fire label or house with flames symbol, optional camera for added identification, and protective cover.

More info: www.sti-global.com

» *Request information: www.locksmithledger.com/55238802*

Seco-Larm Enforcer Upgrades

SECO-LARM, a leading innovator in security solutions, announces that its entire line of ENFORCER Network Video Recorders (NVRs) support connection to Dropbox and Google Drive for secure and convenient backup and sharing of recorded video, images, databases, and system configurations.

More info: www.seco-larm.com

» *Request information: www.locksmithledger.com/55238812*

» DECEMBER

Dec. 2-6: **ALOA Five-Day Fundamentals of Locksmithing Course**, Dallas. Register at www.aloamembers.org

Dec. 2-4: **IFSEC International,** London. More info: www.ifsec.events/international

Dec. 9-13: **IDN-New Orleans ASSA ABLOY Training** at the Sheraton Metairie - New Orleans Hotel. More info: www.idn-inc.com/events/new-orleans-assa-abloy-certification-training-class.html

» FEBRUARY

Feb. 25-27: **International Builders Show,** Las Vegas. More info: www.buildersshow.com

» MARCH

March 12-14: **2025 Locksmith Pro Expo** sponsored by Key Innovations and UHS Hardware, Dallas. More info: https://locksmithproexpo.com/

March 22-27: **NFMT | National Facilities Management and Technology Conference and Expo,** Baltimore. More info: www.nfmt.com/

IML 2025 Expo Schedule

IML Supply has released the schedule for its popular IML Expo series in 2025. These events include two full days of training, followed by a one-day product Expo. Pre-registration is required and opens in advance of each show. For more information, visit www.imlss.com/Events.

2025 Expo dates and locations are:

- March 5-7: IML California Expo, Los Angeles
- April 16-18: IML Utah Expo, Salt Lake City
- June 11-13: IML Texas Expo, Dallas
- Sept. 10-12: IML Arizona Expo, Phoenix
- Nov. 5-7: IML Nevada Expo, Las Vegas

» APRIL

April 1-4: **ISC West 2025** at the Venetian Expo, Las Vegas. More info: www.discoveriscwest.com

April 5: **American Key Supply 3rd Annual Trade Show and Locksmith Swap Meet,** Las Vegas. More info: akslink.com/2568

April 6-12: **Safetech 2025,** Lexington, Kentucky. More info: www.savta.org

April 19: **Alabama Locksmith Association 2025 Technical Show,** Birmingham, Ala. More info: www.locksmithala.org/Technical-Show.html

April 28-May 1: **SHDA Industry Summit,** Phoenix. More info: www.shda.org

April 30: **Security Canada East, Laval,** Quebec. More info: www.securitycanada.com

» MAY

May 15-18: **IAAL Auto Lock Expo,** Cedar Rapids, Iowa. More info: aloa.org/iaal/iaal-home.html

» JUNE

June 11: **Security Canada West,** Vancouver. More info: www.securitycanada.com

June 11-13: **Apartmentalize,** Las Vegas. More info: www.naahq.org/apartmentalize

June 16-19: **HITEC 2025 Hospitality Technology Show,** Indianapolis. More info: www.hitec.org

June 16-19: **ESX Electronic Security Expo,** Cobb Galleria, Atlanta. More info: www.esxweb.com

» AUGUST

Aug. 3-7, 2025: **ALOA 2025 at the Hilton Orlando,** Florida. More info: www.aloa.org

To submit your events, email epike@endeavorb2b.com

» SEPTEMBER

Sept. 4-6: **CEDIA Expo 2025,** Denver. More info: https://cediaexpo.com/

Sept. 29-Oct. 1: **GSX 2025,** New Orleans. More info: www.gsx.org

» OCTOBER

Oct. 22-23: **Security Canada Central,** Toronto. More info: www.securitycanada.com

Dates TBA: **Yankee Security Convention,** Springfield, Mass. More info: www.yankeesecurity.org

» NOVEMBER

Nov. 4-6: **GlassBuild America 2025 Glass, Window and Door Expo**, Orange County Convention Center, Orlando. More info: **GlassBuild America**

» ONGOING

Allegion Training: **us.allegion.com/en/home/training.html**

Alarm Lock and Marks USA Training: **www.alarmlock.com/seminars and www.marksusa.com/seminars**

American Key Supply Locksmith University: **www.americankeysupply.com/pages/las-vegas-locksmith-university-lvlu**

ASSA ABLOY Academy: **www.assaabloyacademy.com/en/americas/**

Detex webinars: **www.detex.com/upcomingtraining/**

dormakaba training: **www.dormakaba.com/us-en/support/training**

Hager University: **www.hagerco.com/resources/education/hager-university**

Mul-T-Lock Academy: **www.mul-t-lock.com/us/en/mtl-academy**

Paxton Access: **www.paxton-access.com/us/training/**

Record University: **www.recorddoors.com/us/en/record-university**

SALTO Systems: **saltosystems.com/en-us/events/**

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Advertiser's Index

COMPANY NAME	PAGE
Alarm Lock Systems, Inc.	11
Autel US Inc.	43
Camden Door Controls	19
Hager Companies	59
HES Inc	23
HPC, Hudson Lock	39
KSP Killeen Security Products	51
LifeSafety Power	35
Marks USA	3
Progressive Insurance	7
Record	27
Salto Systems	9
SECLOCK	1, 2, 60
SECO-LARM	45
Stone & Berg	49
Strattec Security Corp.	33
Top Notch Distributors	5
Xhorse	15

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10 YEARS AGO

As part of our residential focus, Mul-T-Lock reported on its Code-It high security electronic lever lock and GotU digital door viewer. Jerry Levine wrote about the importance of lockshop retail space in the article "Impulse Sales Basics: Eye-Catching Displays." In an article on car lockout tools in 2024, Steve Young asked, "As cars became more sophisticated, car-opening tools progressed from vent window tools to slim jims to long reach tools. Are electronic black boxes next?" The answer is most definitely yes. Tim O'Leary explained the maglock's role in electronic door control, with a focus on code compliance. Another article by O'Leary looked at intercoms as profit centers. Levine provided an article on converting cylindrical locks, exterior trim, mortise locks and exit devices to electronic access control. We profiled the IP Pro Access Control System, introduced by **SDC** and expanded over the last decade.

20 YEARS AGO

Tom Gillespie described available residential hardware for modernizing an entrance door. **Kwikset** announced their new Powerbolt 1000. Dale Bowman covered the **Medeco** product line for residences. Jerry Levine showed the installation method for a **Yale** eBoss standalone lockset. Locksmith Ledger wrote a special report on Harry Stratton and the history of Briggs & Stratton. Rod Oden continued his interesting articles into the technical aspects of master keying. Lloyd Seliber added another master key article on the use of SKD and NMK cylinders. Locksmith Kent Stinson invented a disassembly method for rekeying Schlage 'F' series locks when an operating key is not present. Locksmith Ledger visited the Institutional Locksmith Association convention in Roanoke, Virginia. Another article described the educational value of joining a locksmith association. Gale Johnson installed a Simplex 900 latch by **Kaba Access** Control which also contains a key bypass cylinder. A risky safe-moving job was described as a safe was removed from a second-floor residential location. **Lockmasters** introduced a new video showing opening techniques for several types of safe deposit locks. Tiny fit keys to a Dodge Ram truck. Steve Kaufman offered suggestions on how to form good relationships with your customers.

Looking Forward

Editor's note: We are revisiting this column, written in 2014 by our late editor-in-chief, Gale Johnson, because most of his then forward-thinking points are still valid today.

Steve Hunt wrote an article on the future of locksmithing in our June, 2005 issue, citing the 4As of security: Authentication, Authorization, Administration and Audit. Locksmiths have always been connected with Authorization. Basically we install lock systems designed to prevent access by persons who do not have a key or combination to operate the lock. For over a century, authorization has been all that our customers normally expected. Our business relationship with each customer ended as soon as the lock was installed.

Authentication is used to identify who has the key or combination and if that person is who they say they are. Administration is a procedure used to add or remove privileges for key holders as circumstances change. Audit is the process of keeping records of how keys and locking systems are actually being used.

Electronics will be an important ingredient of security products in the 21st century. Part of the security package will still include mechanical locks designed to protect people and goods. A growing list of security-related items such as CCTV, biometrics and alarms is increasingly in demand by consumers. No longer is authorization the only requirement demanded by the public.

The bridge between authorization, authentication, administration and auditing can be automatically achieved with electronics. Administrators can quickly add or remove access privileges. Audit trails can keep records of who accessed a door and when the access took place.

Since both residential and commercial door locks now have electronically-operated versions, companies in allied fields such as the alarm and CCTV industries are adding electronic locks as part of their home automation or access control package of products. Will a locksmith business be the first company sourced when an electronic lock malfunctions? Are we prepared and trained to troubleshoot and repair electronic locksets when problems do occur?

The solution to all of this is to re-invent locksmithing for the 21st century. In order to be the first line of defense when someone needs security products, the public must be informed that locksmiths can do the job.

The Back Page and You!

If you come across a story that you would like to see on the Back Page, feel free to send it in!

Please send all responses to: pragusa@endeavorb2b.com and epike@endeavorb2b.com with the header Attn: Back Page

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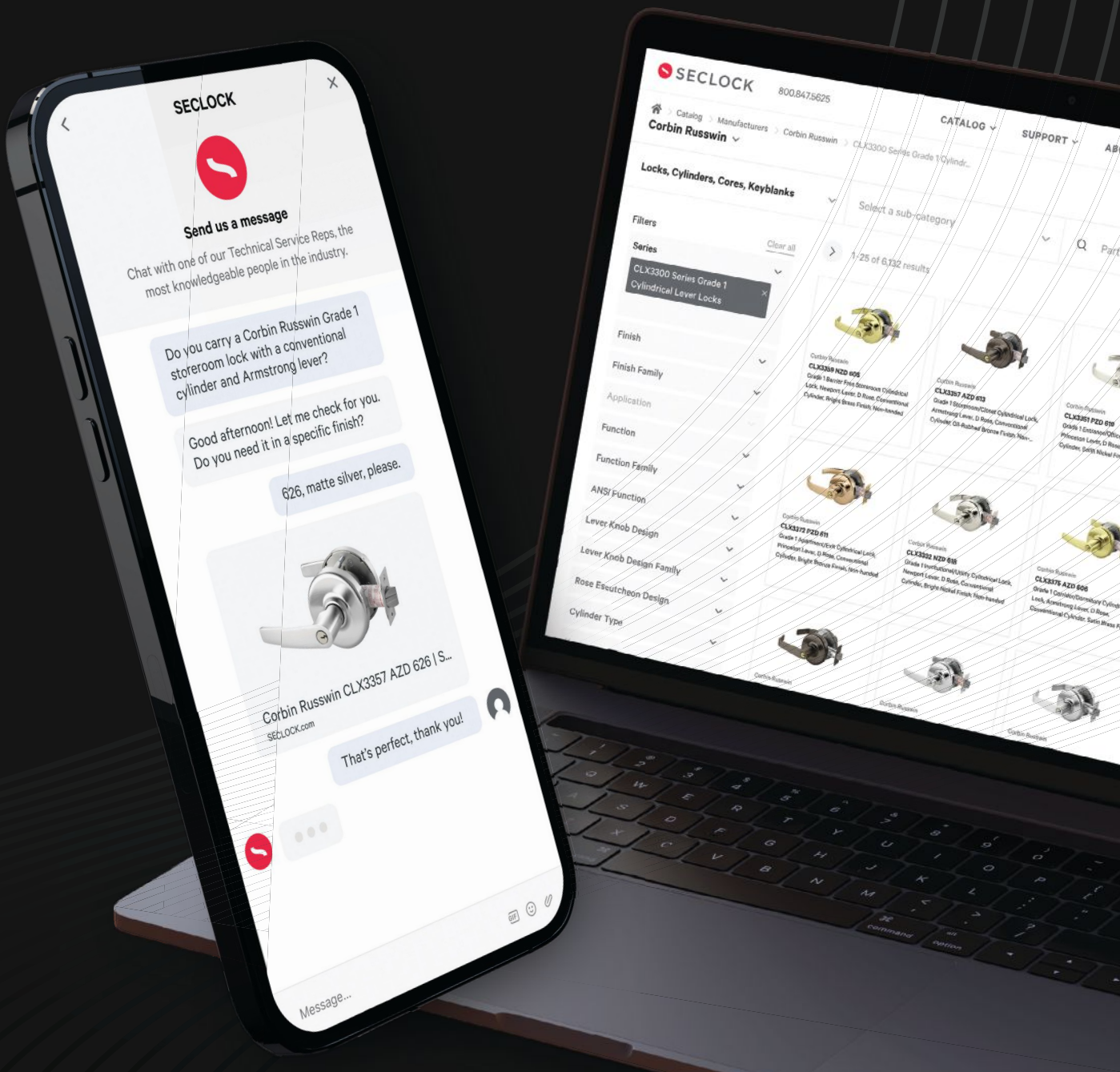

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